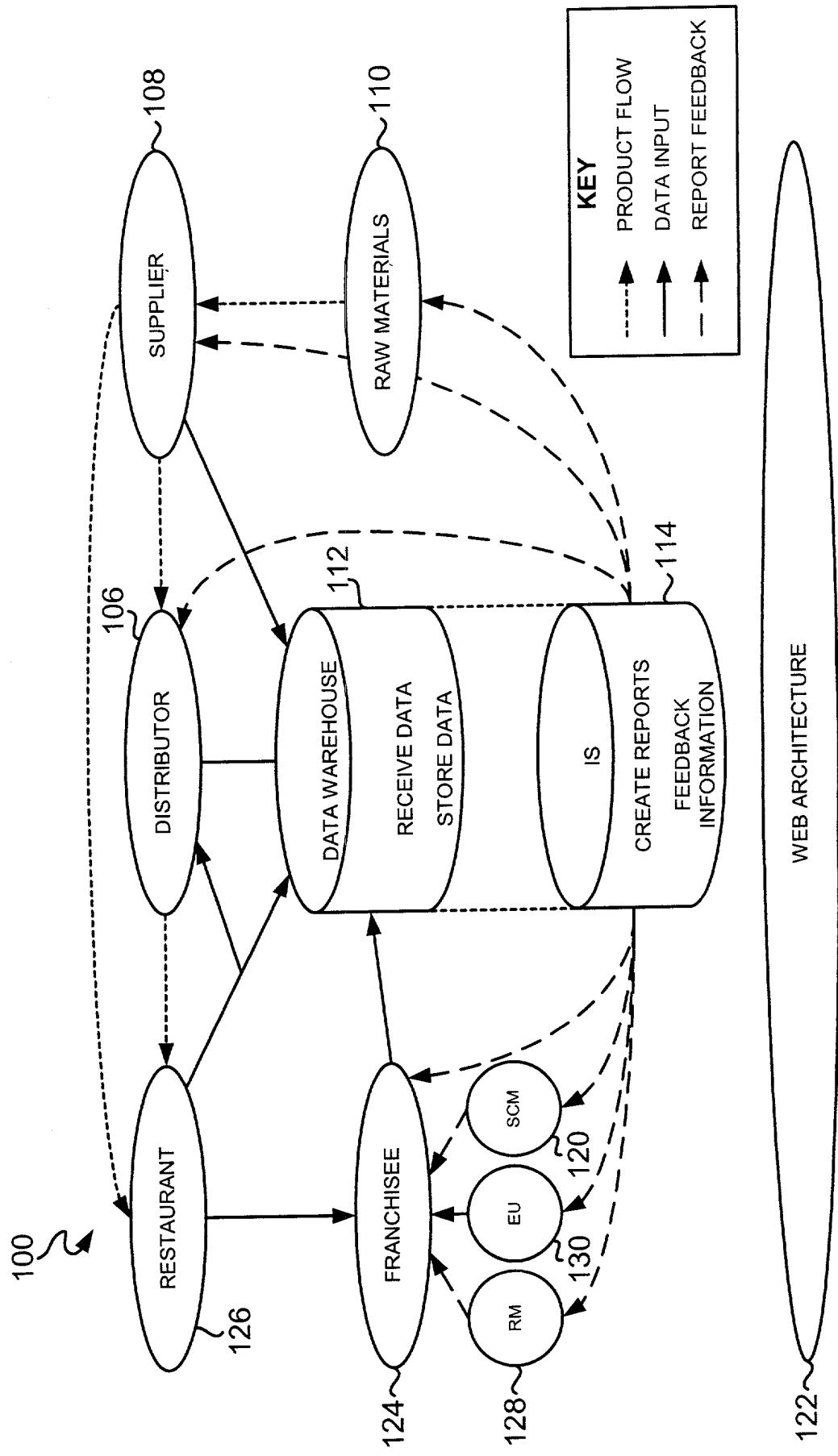
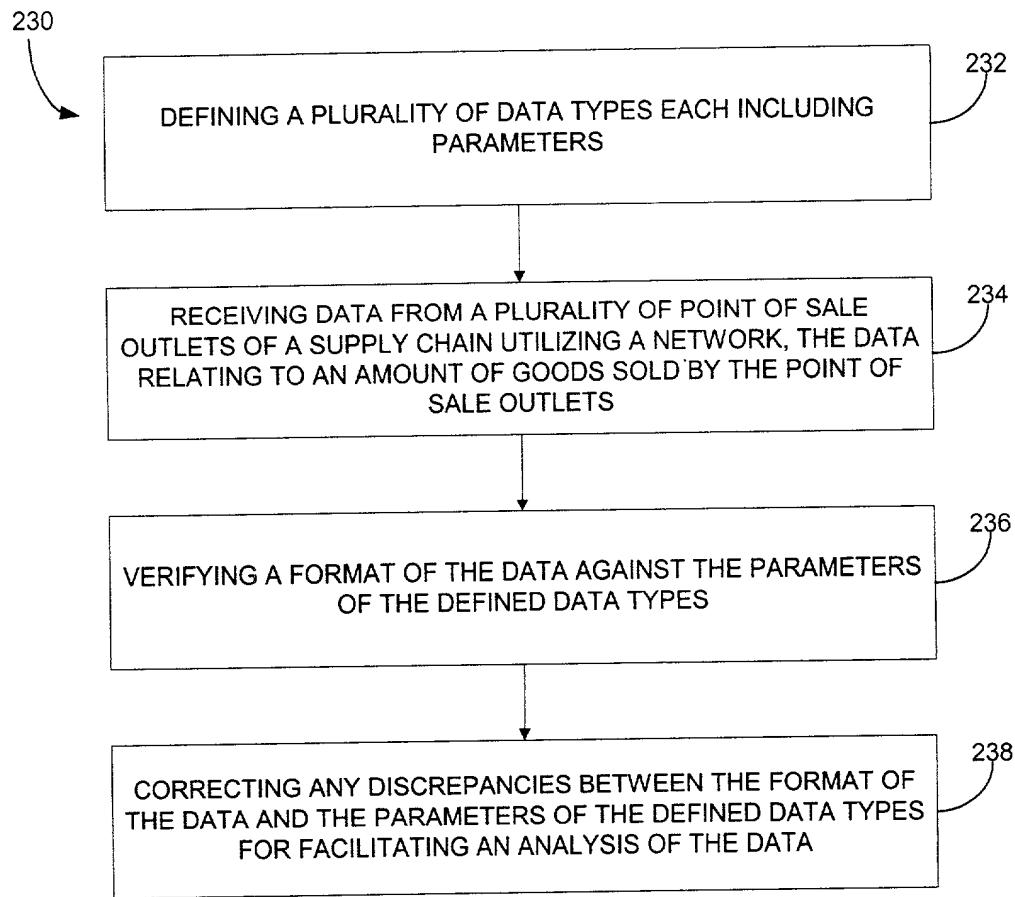


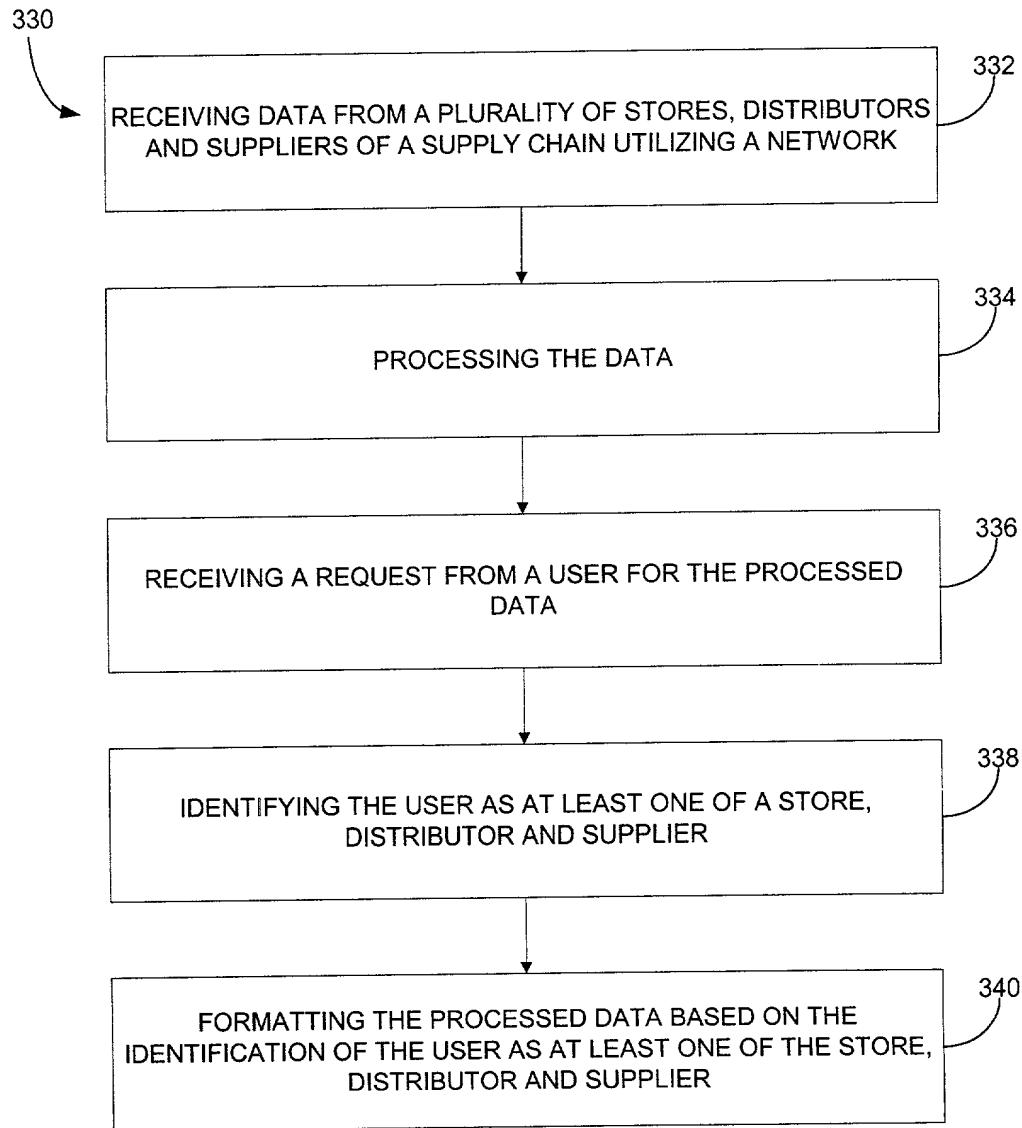
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

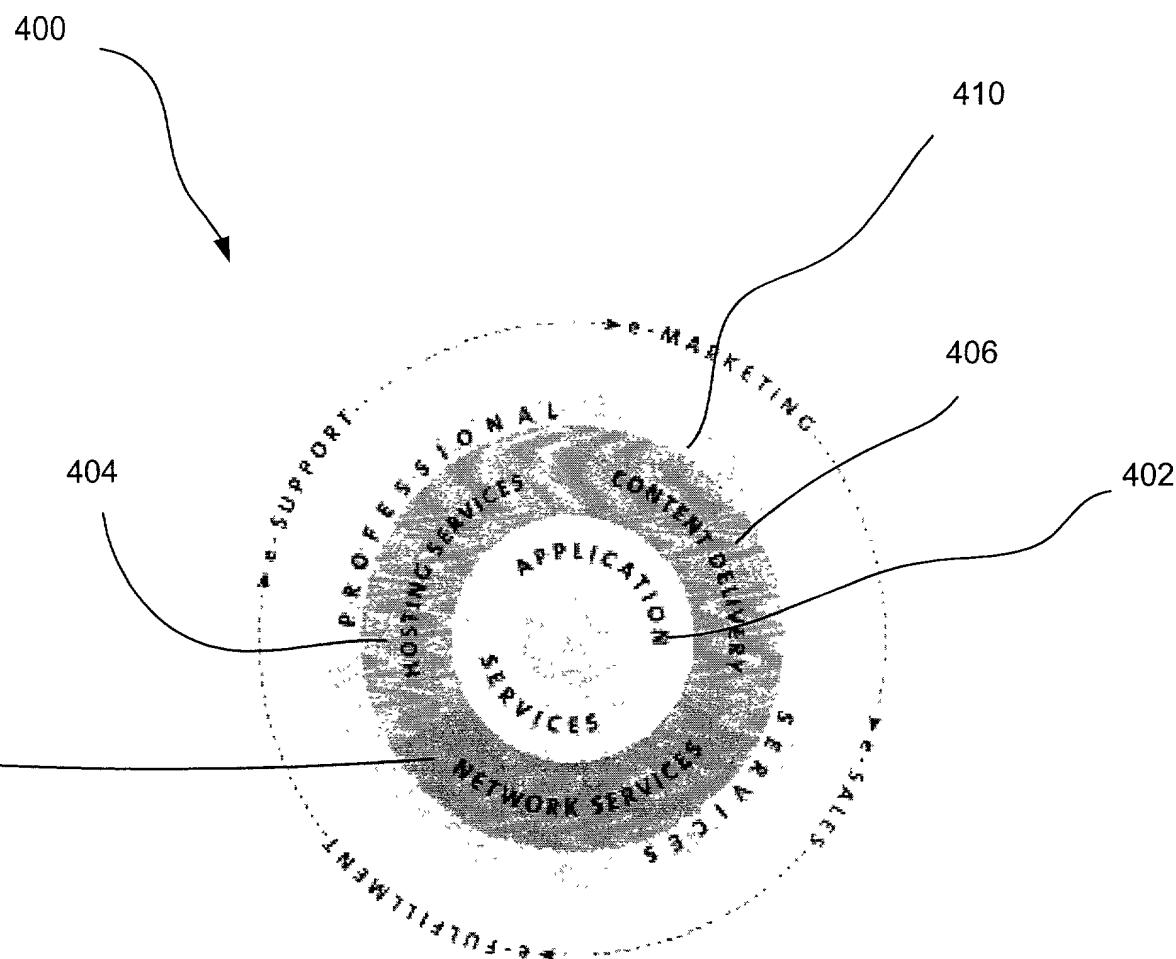
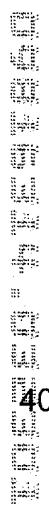
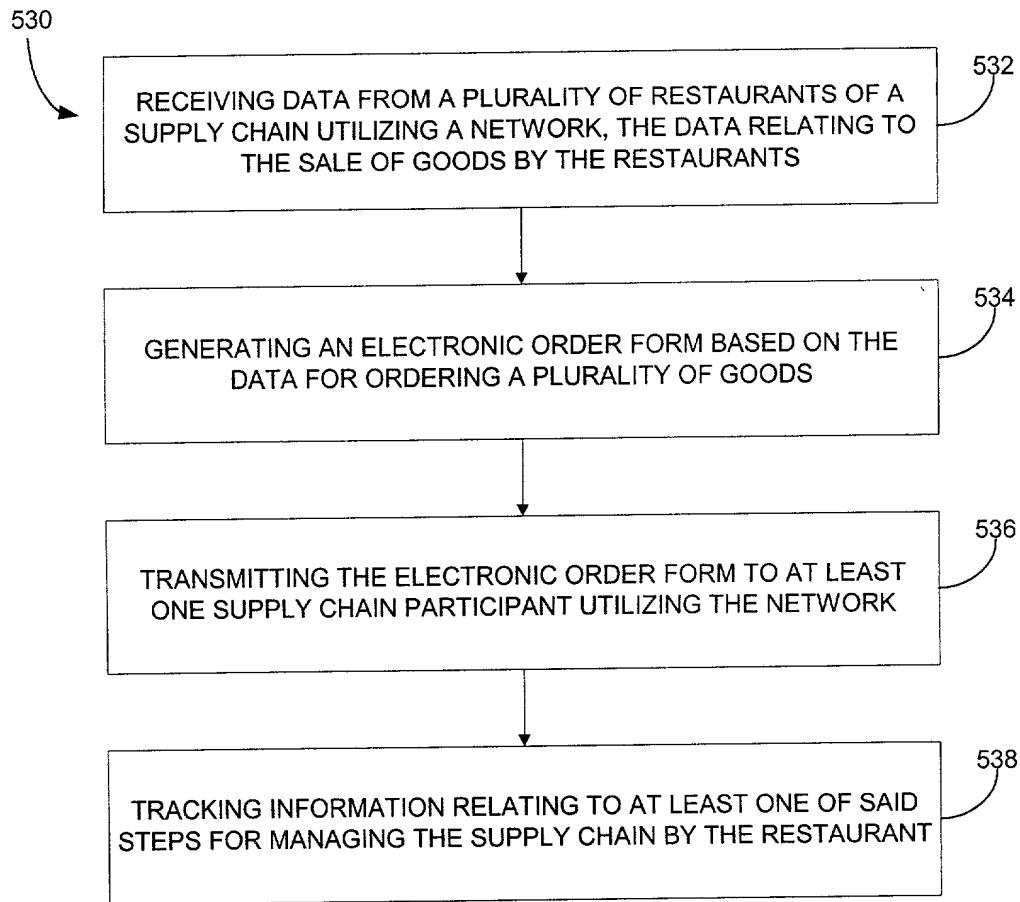
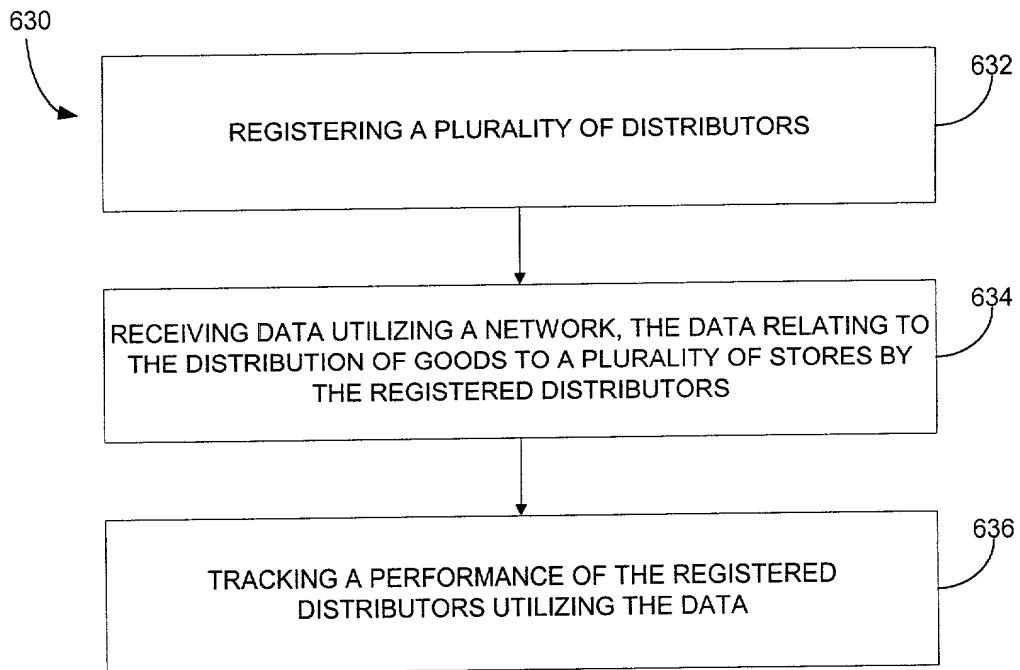


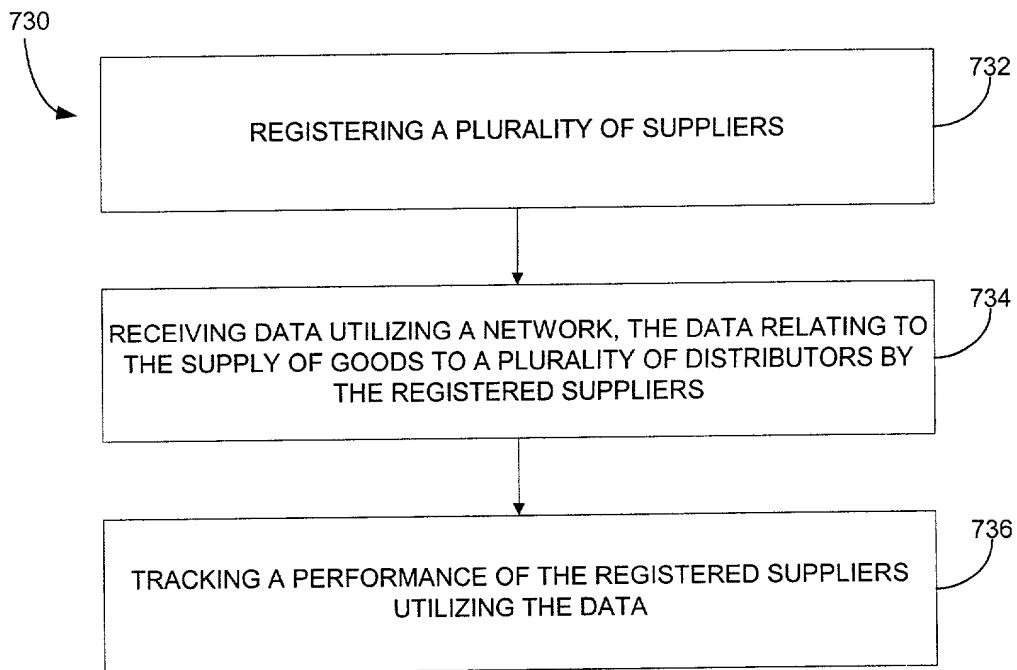
Fig. 4



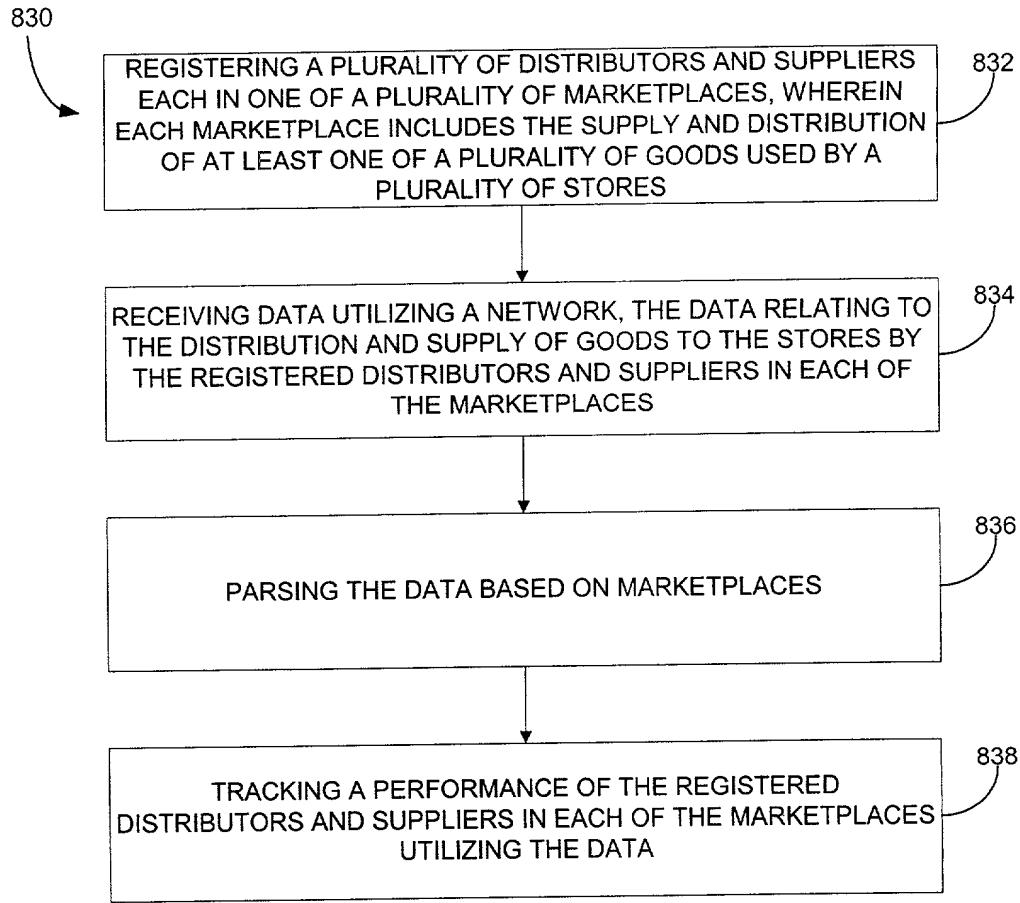
**FIG. 5**



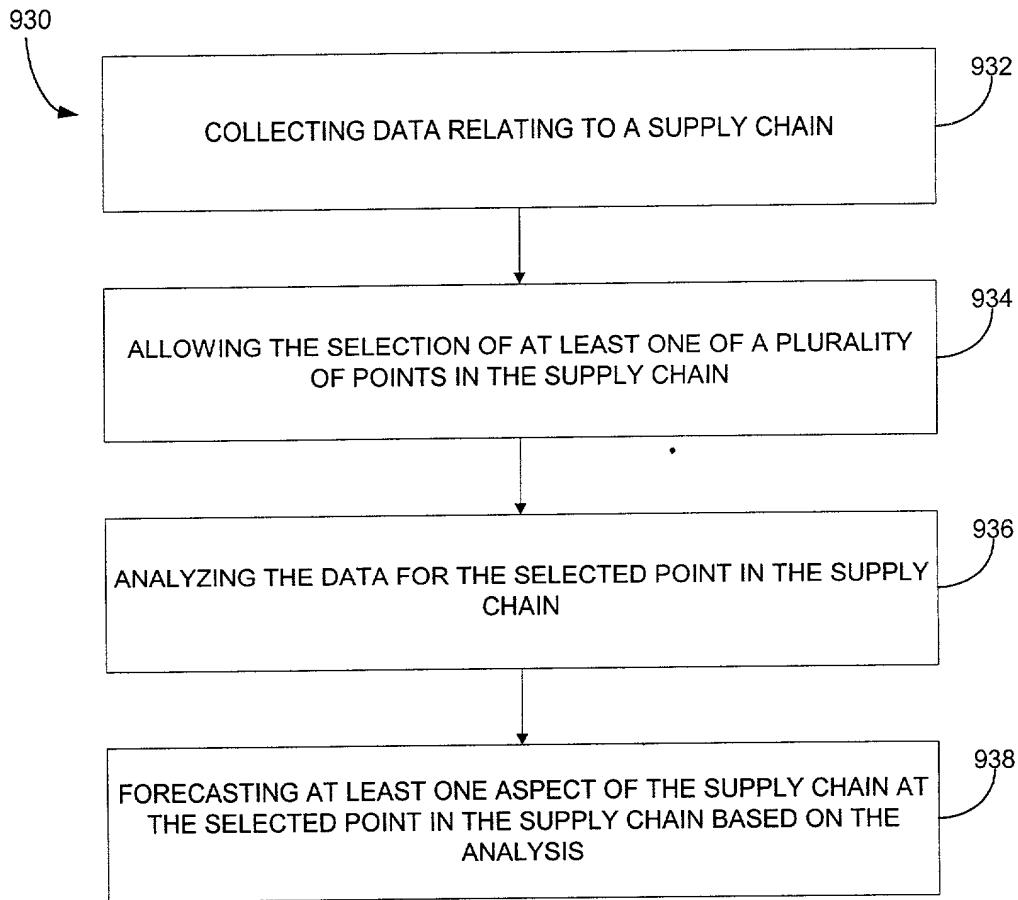
**FIG. 6**



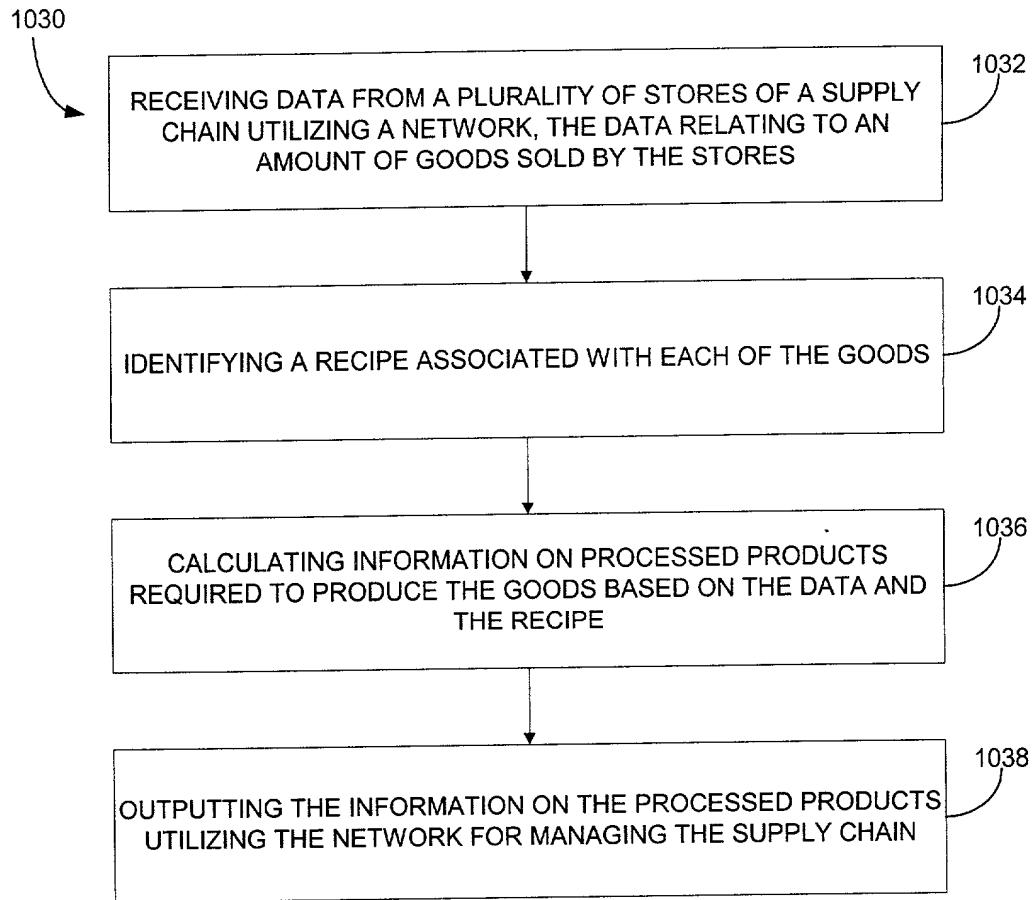
**FIG. 7**



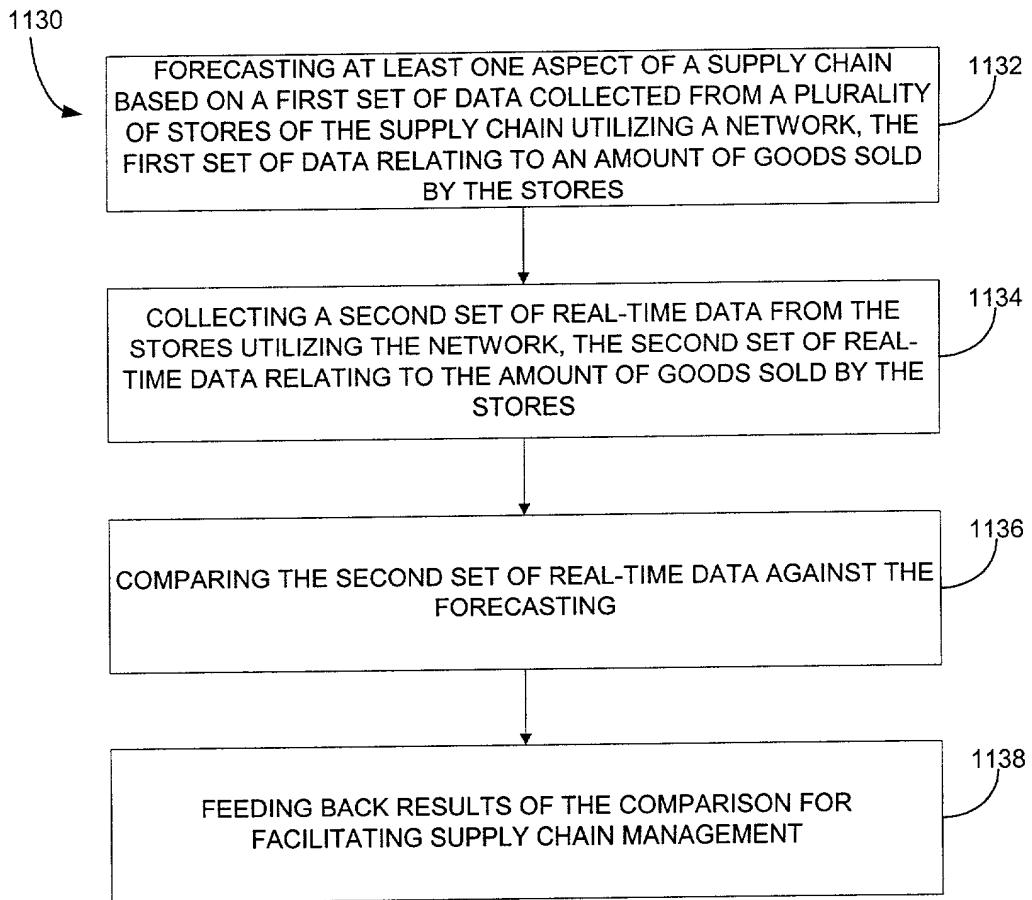
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

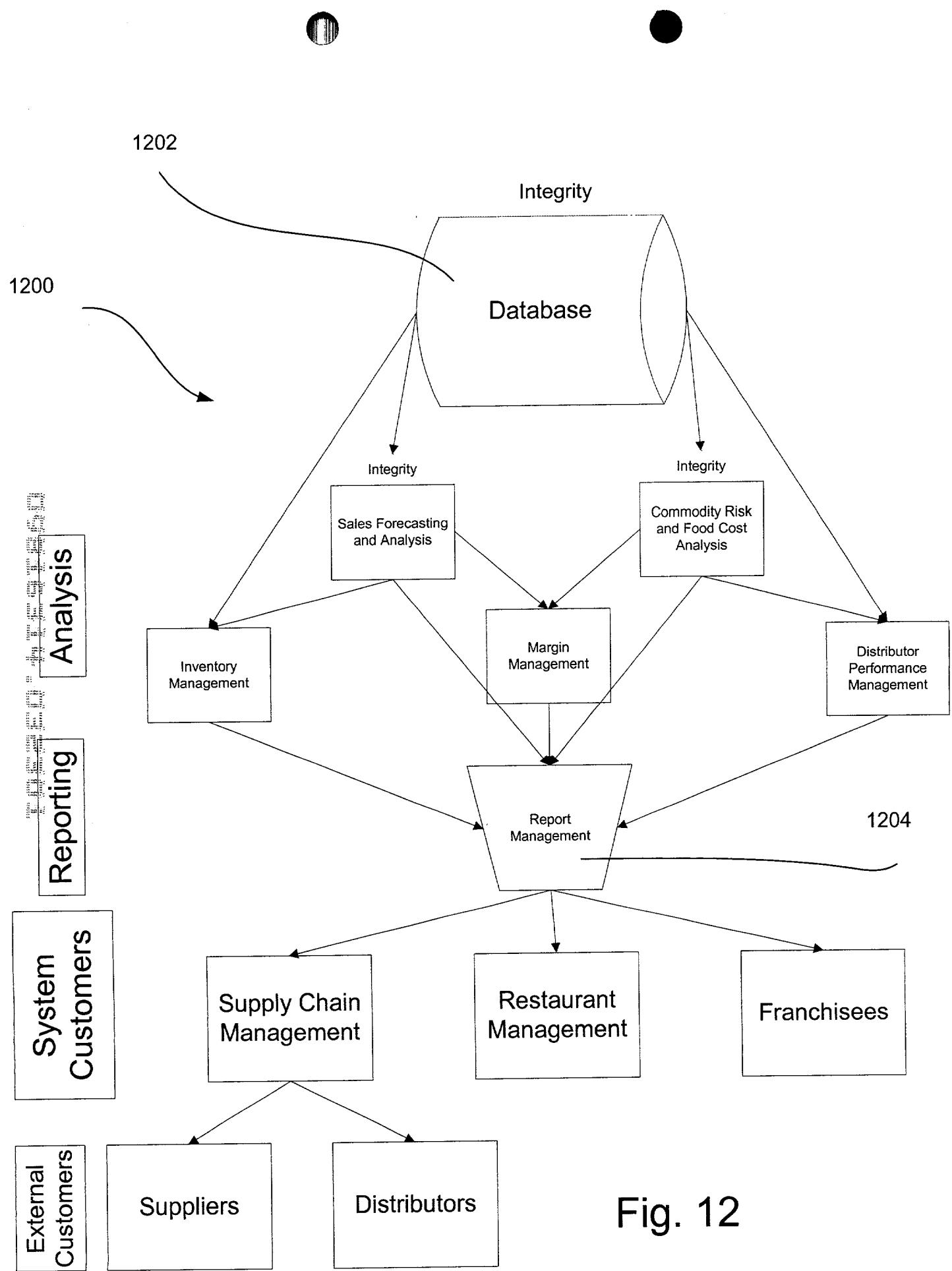
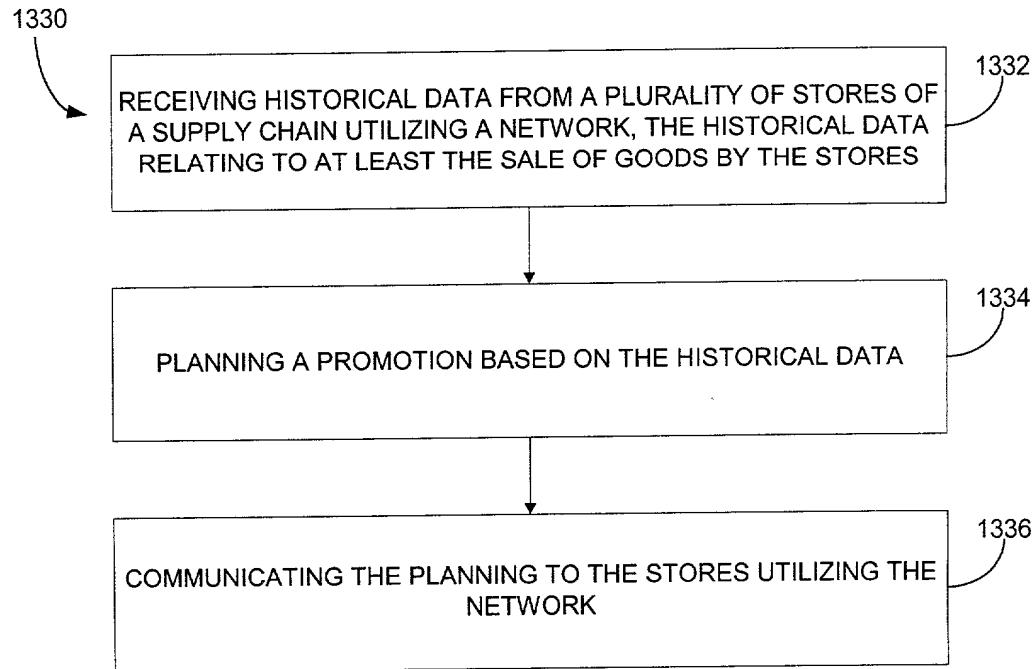
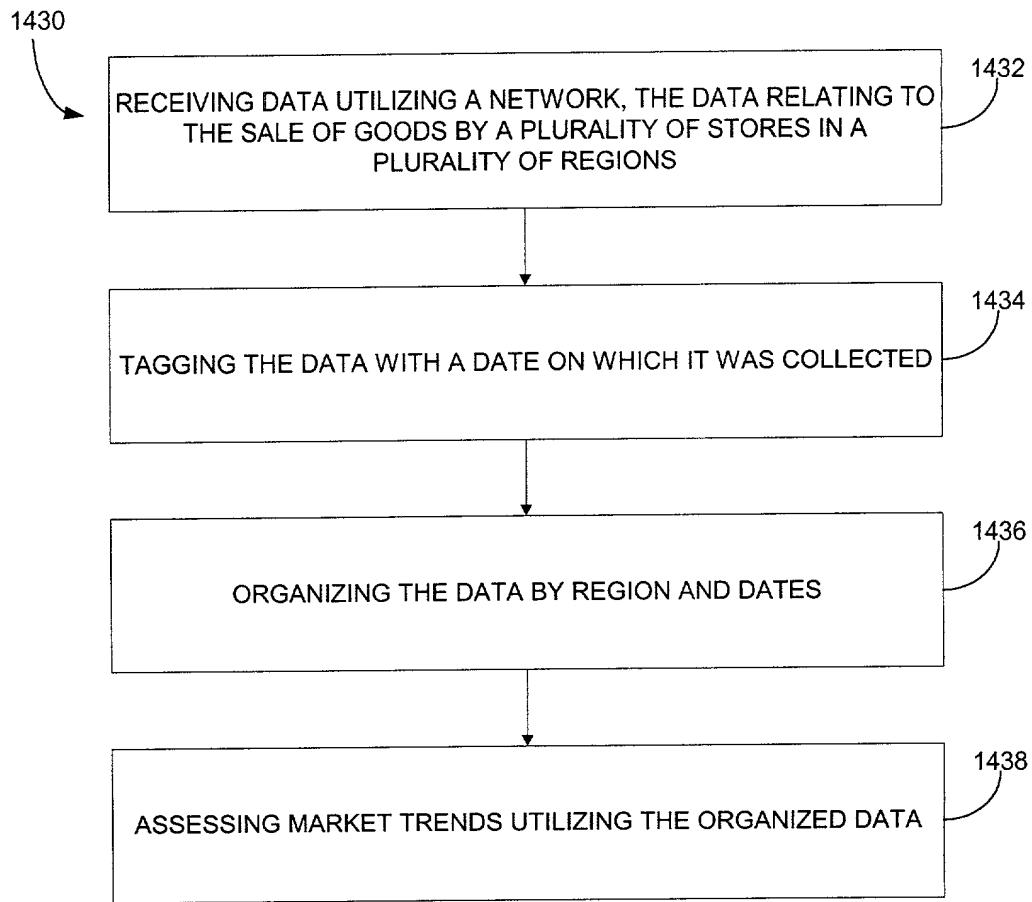


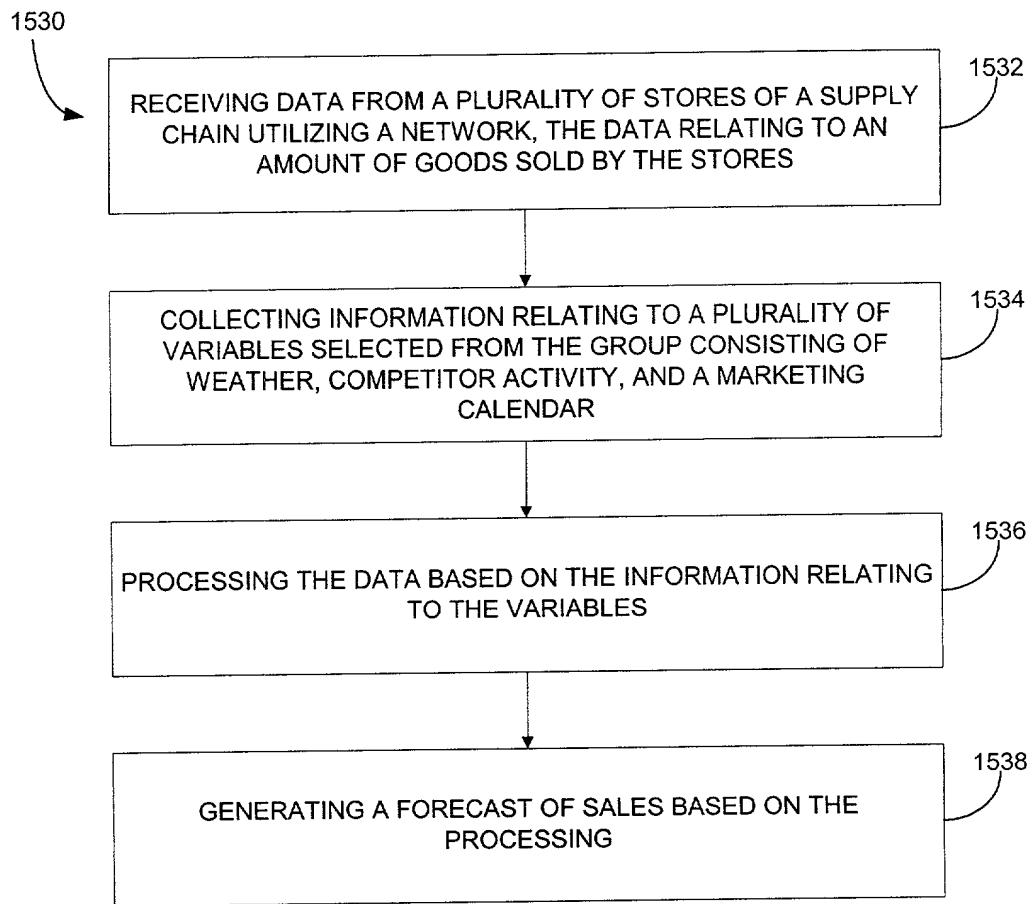
Fig. 12



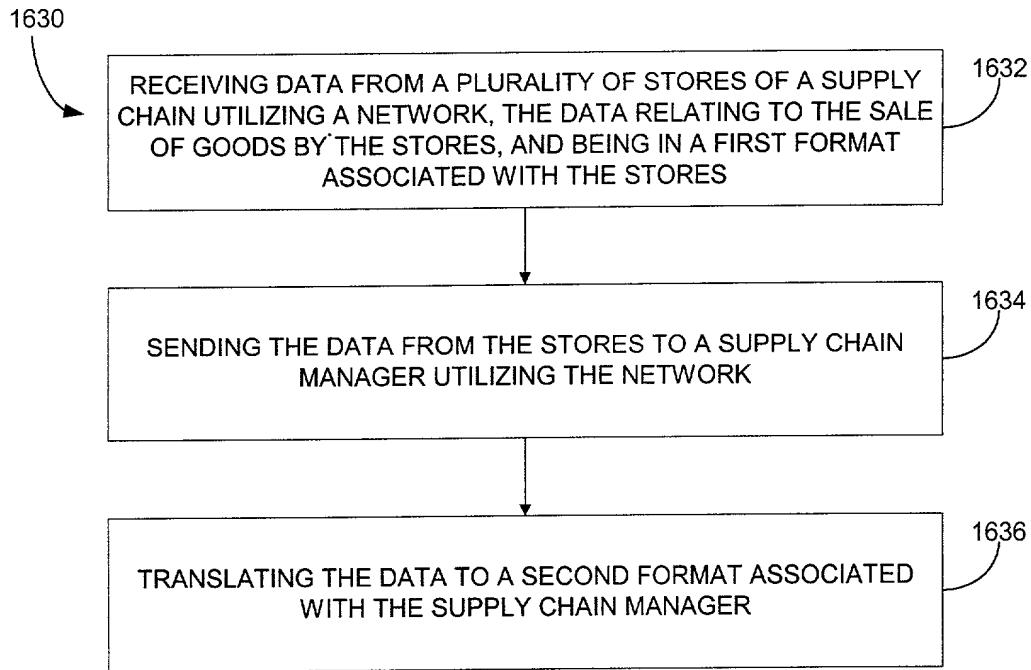
**FIG. 13**



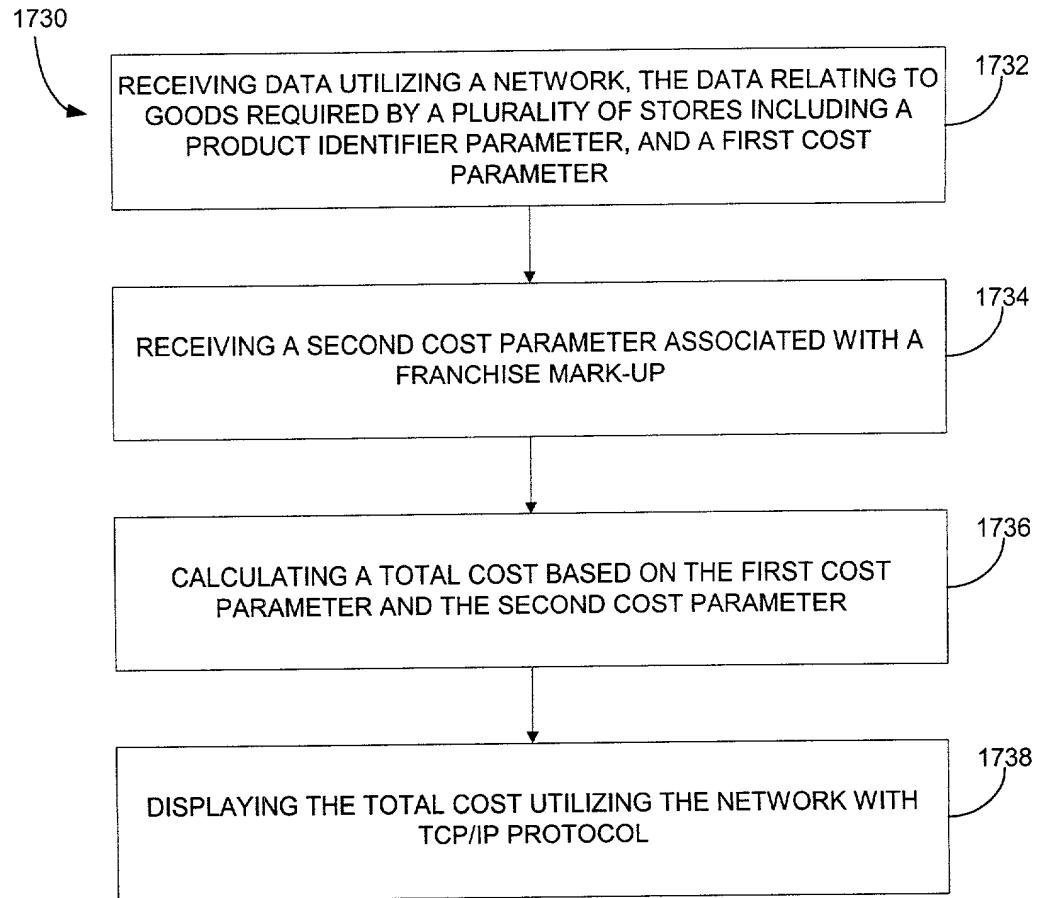
**FIG. 14**



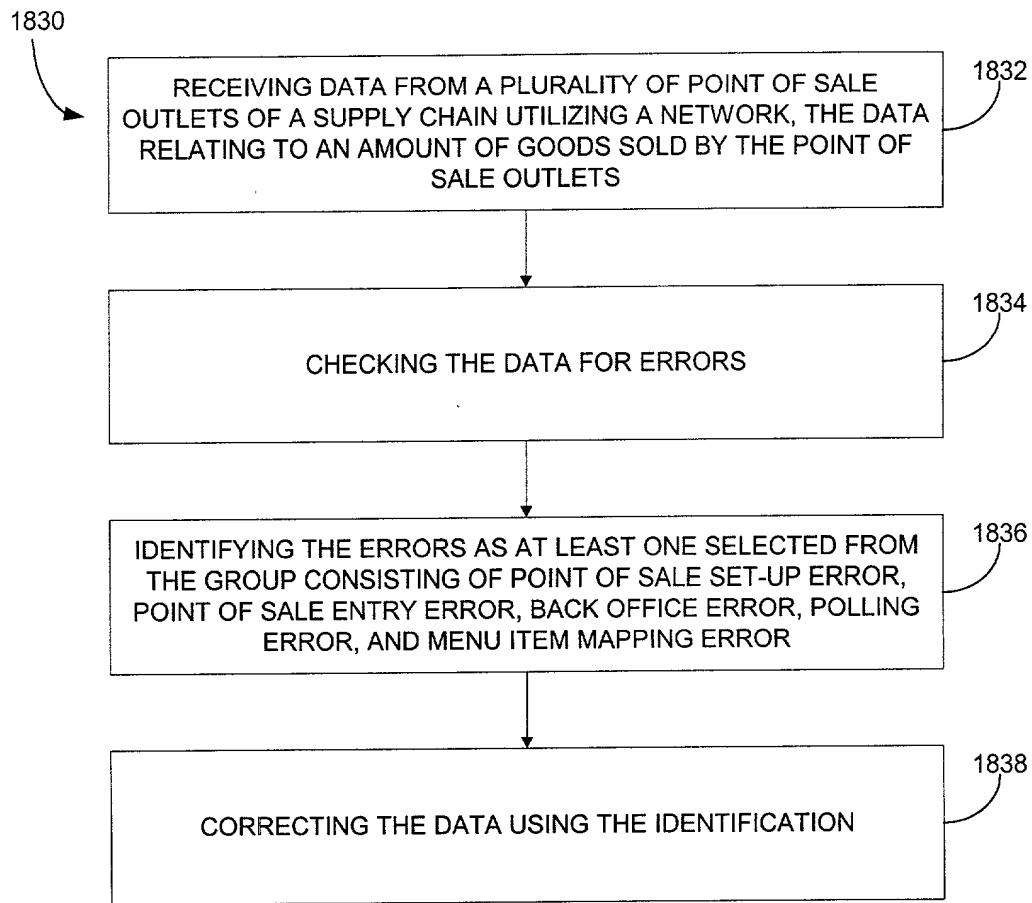
**FIG. 15**



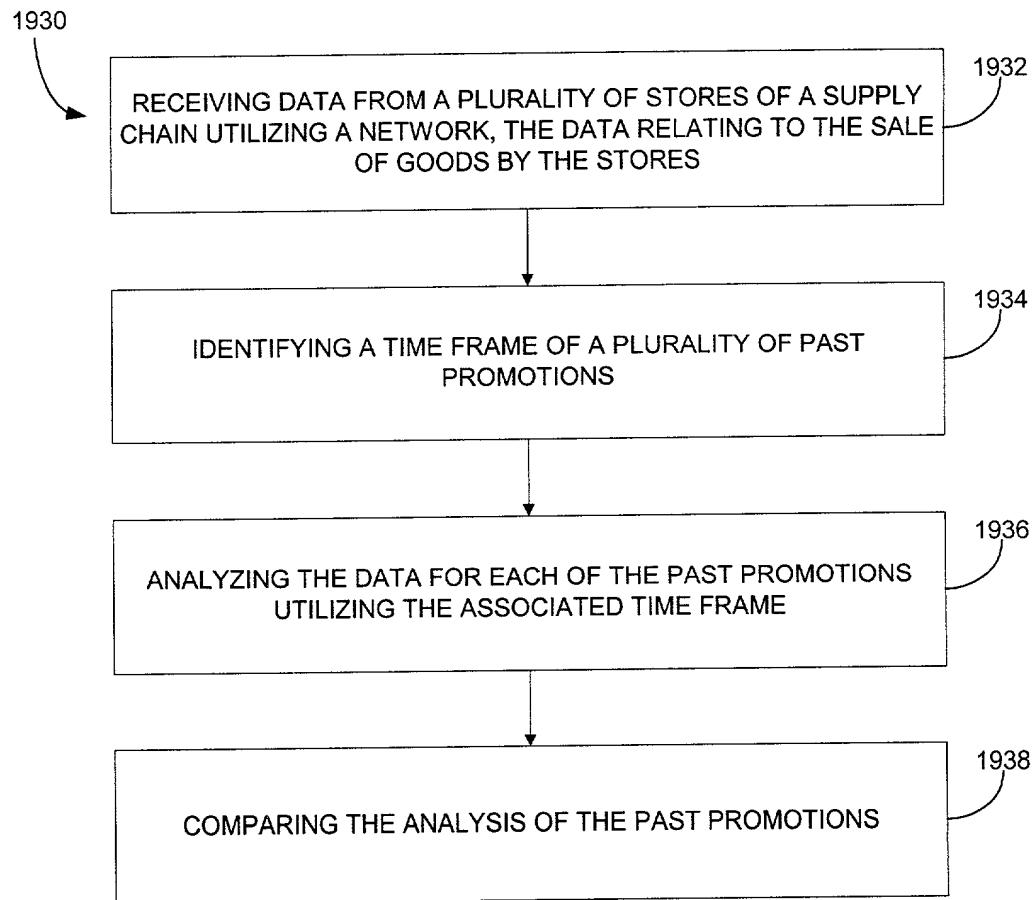
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

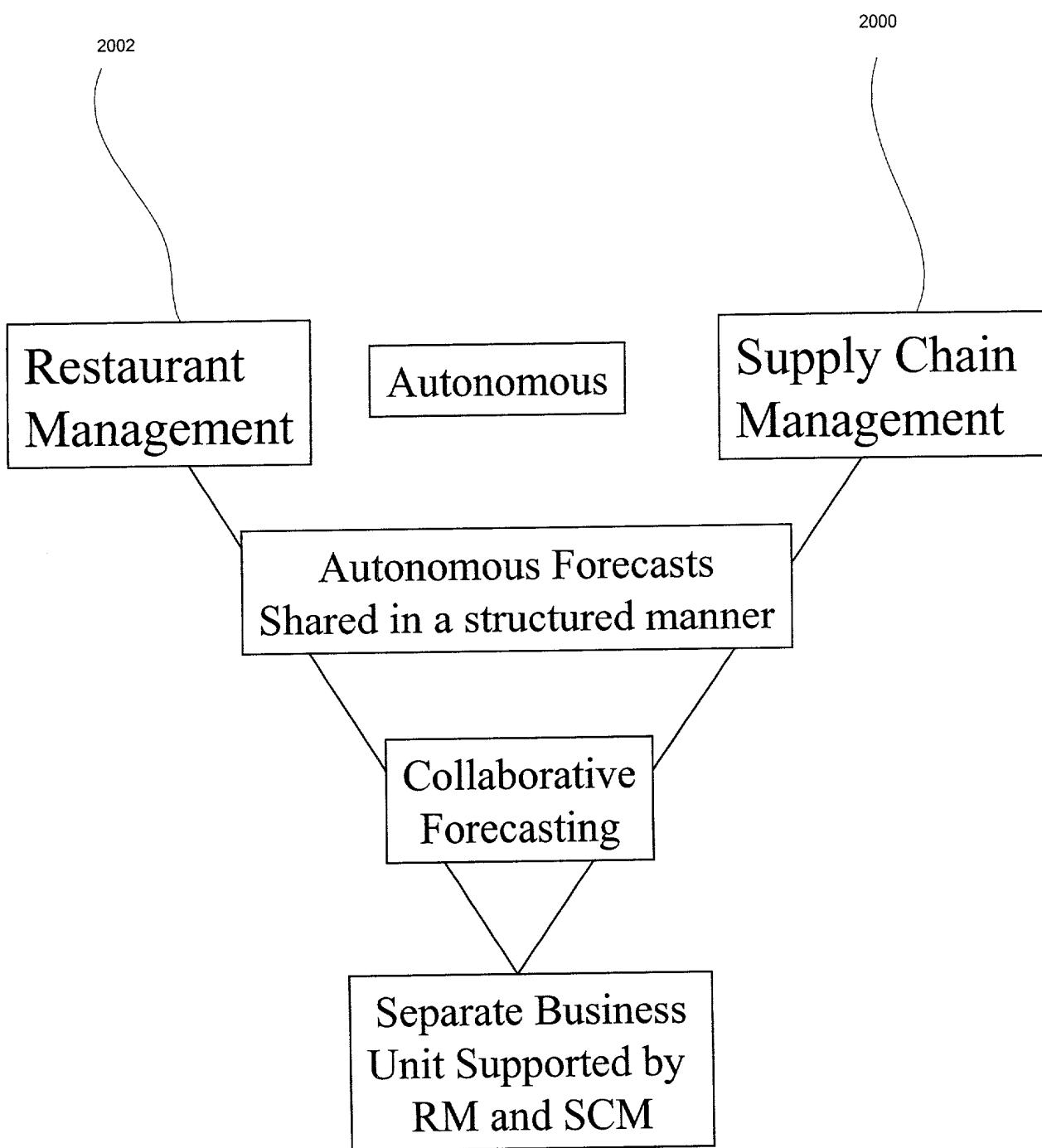
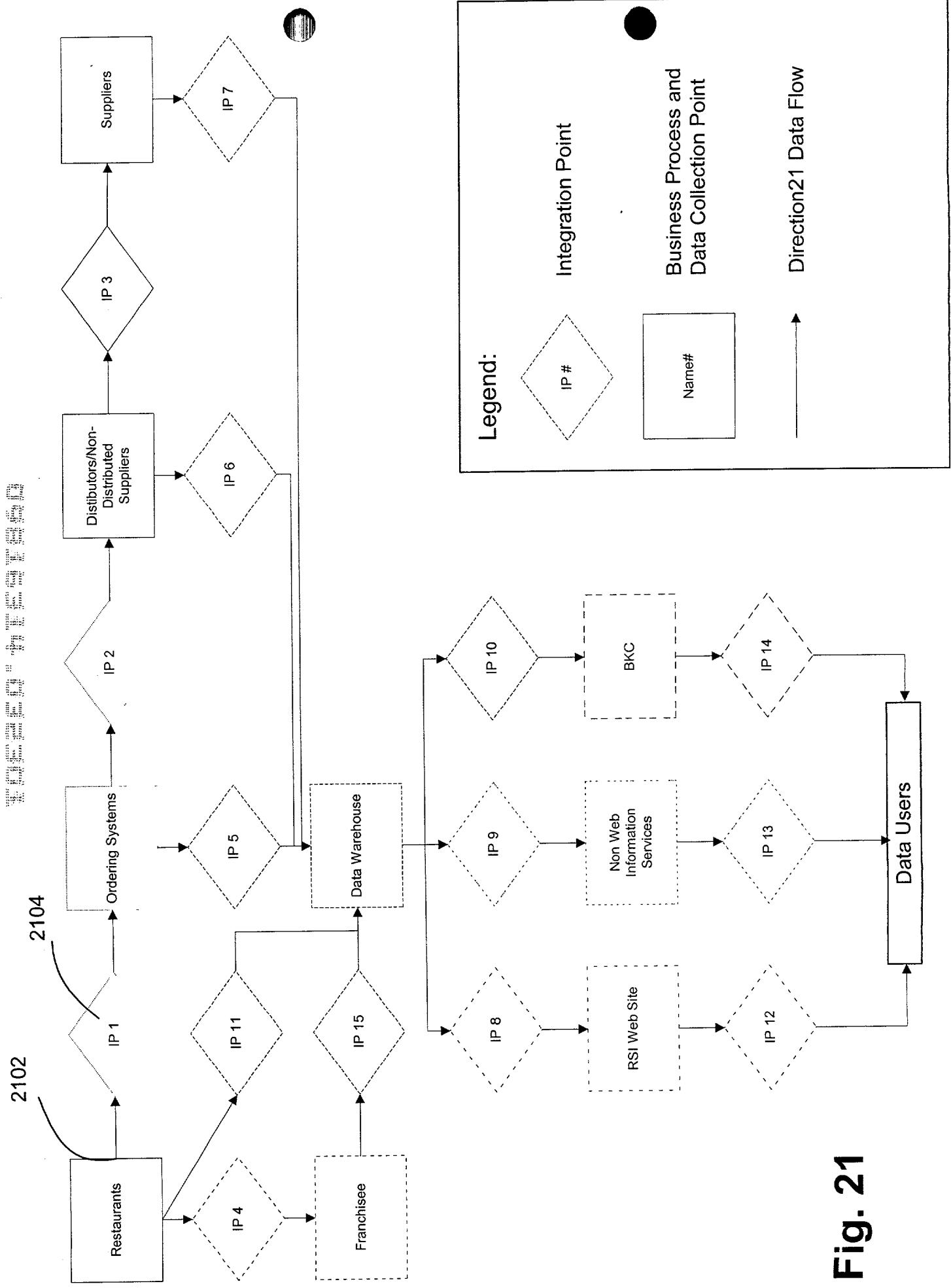


Fig. 20



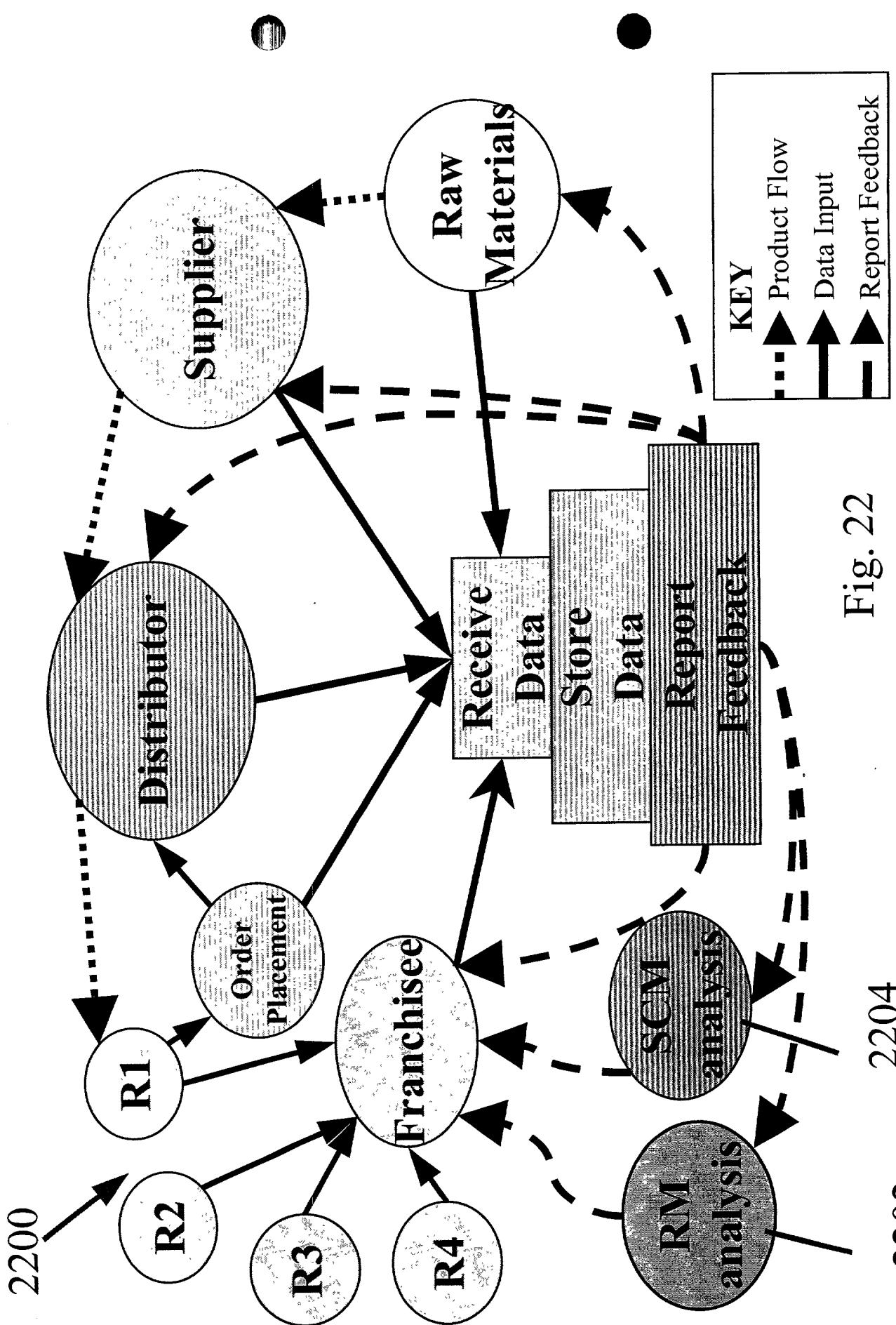
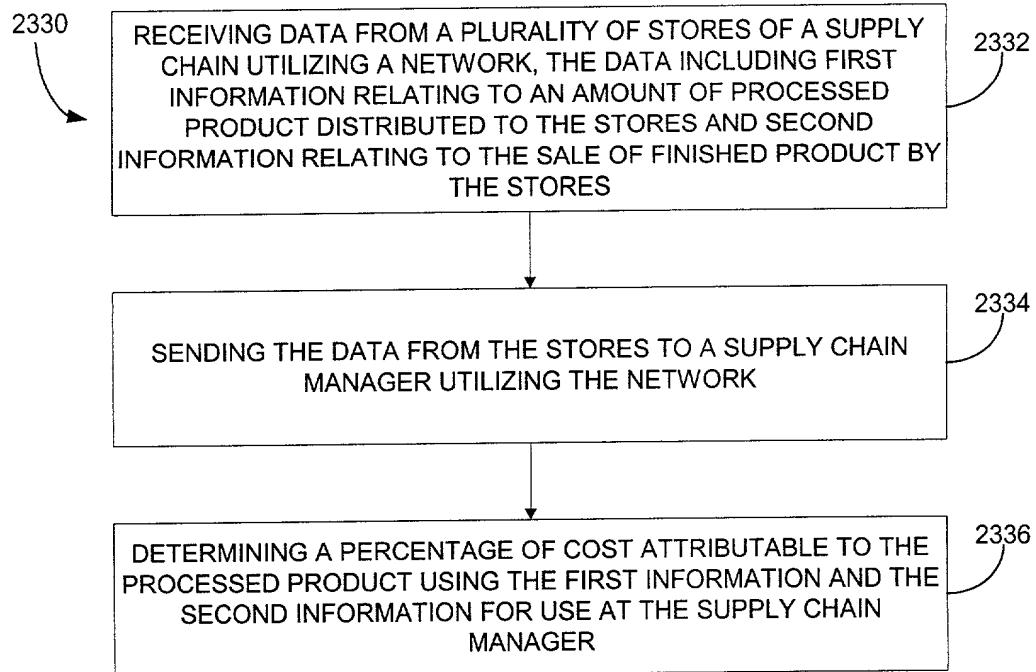


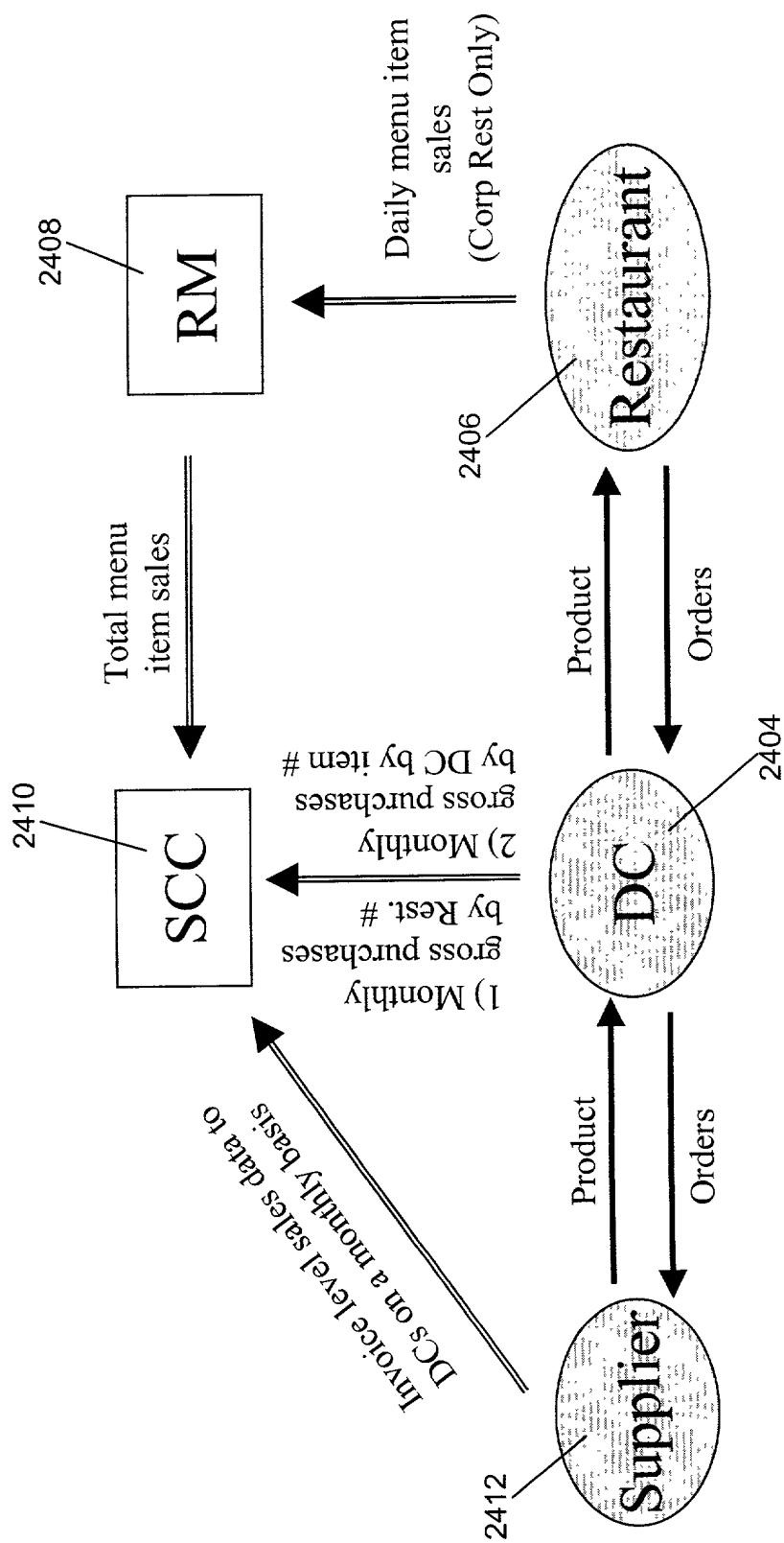
Fig. 22

2202  
2204



**FIG. 23**

**FIG. 24**



**FIG. 25**

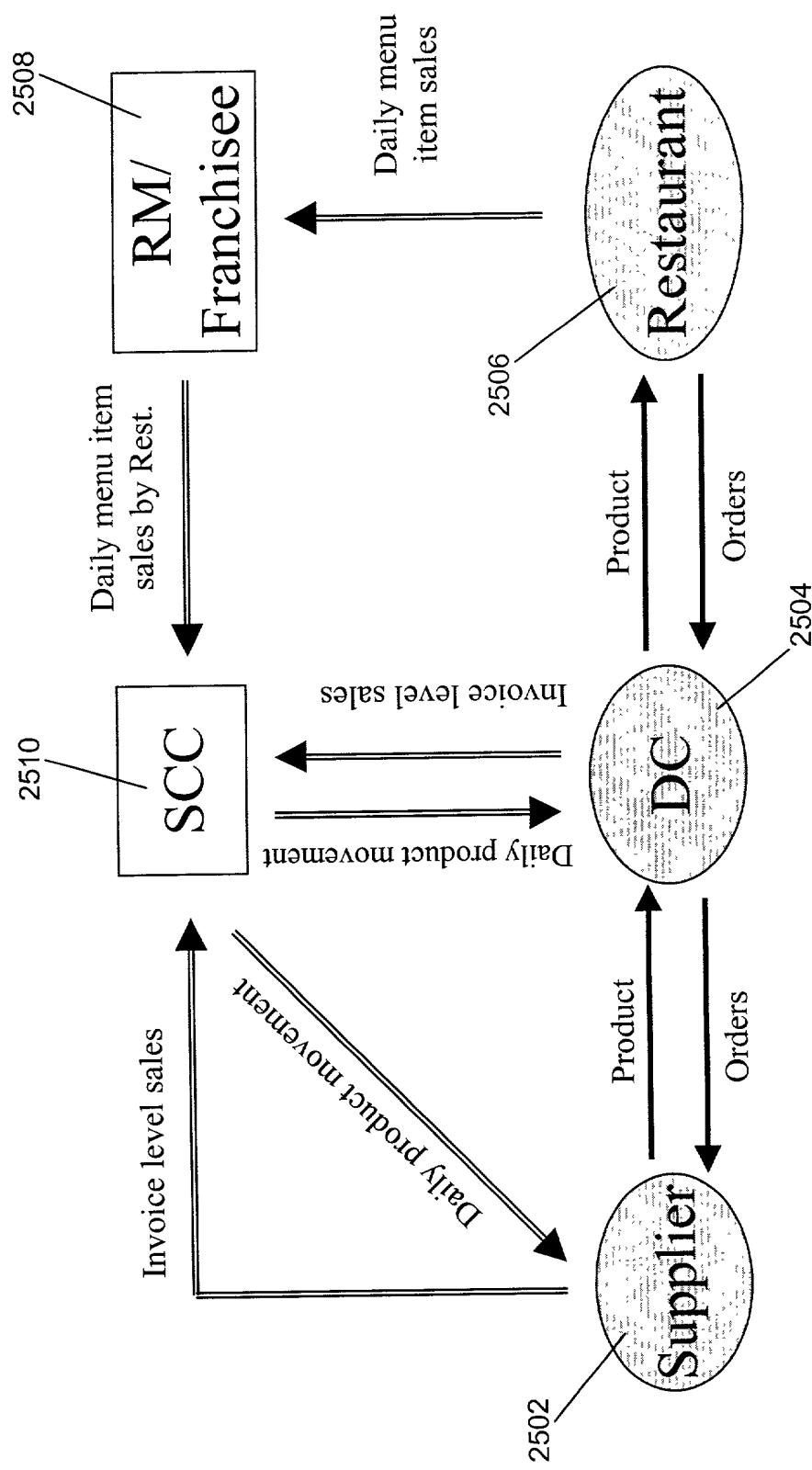


FIG. 26

2600

2602

2604

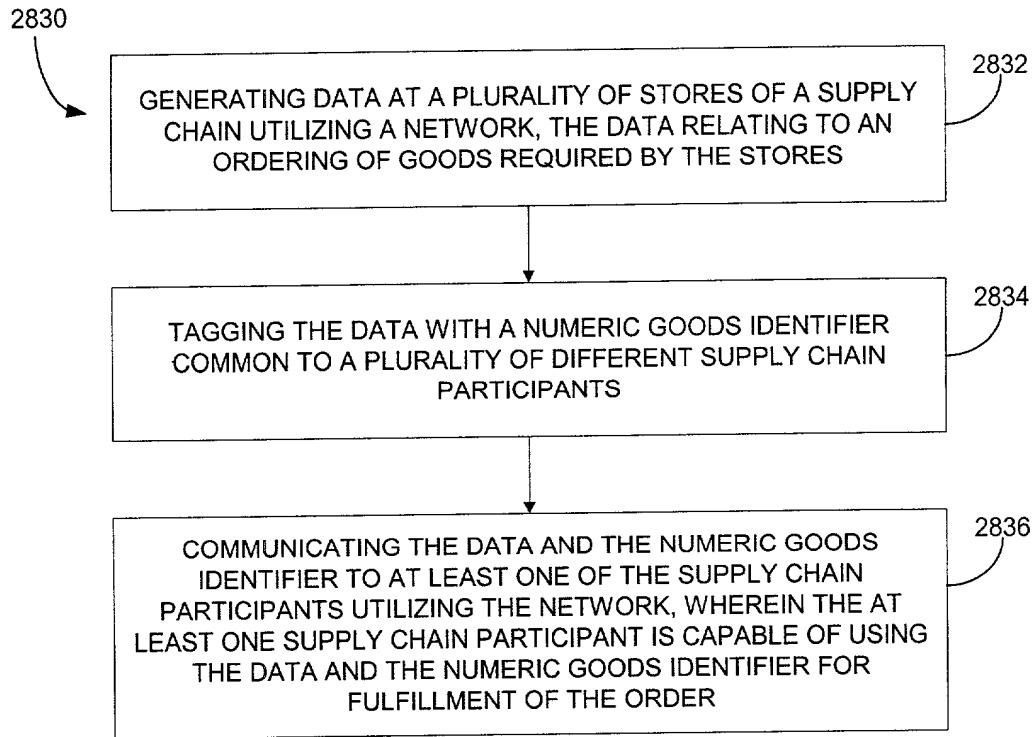
## Sales Forecast Worksheet - System

**FIG. 27**

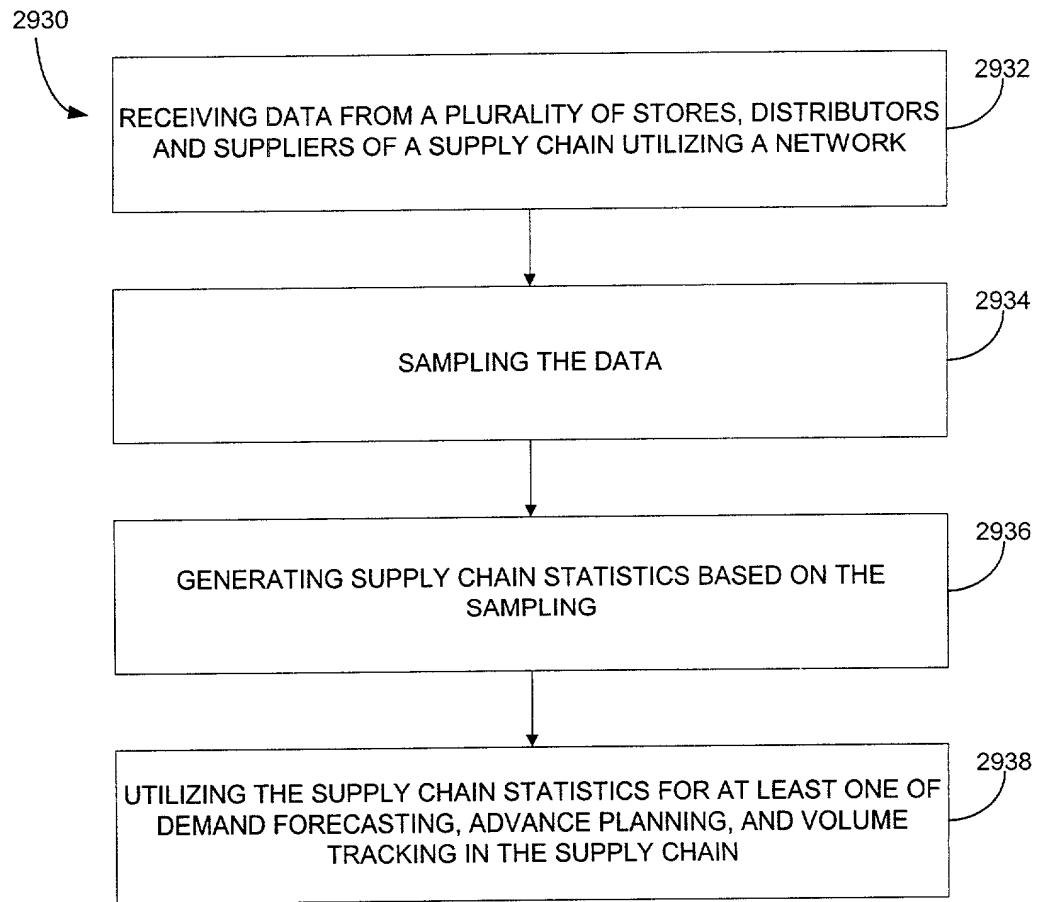
2700

Promotional Monitor - System & Regional												
Category	Segment	History			Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
<i>Menu Item Sales for Key Products (units/restaurant/week)</i>												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	165
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)												
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
											6.9%	

2702



**FIG. 28**



**FIG. 29**

3000  
↓

Distribution Center:	Alliant Topeka
Time Period (Month/Yr):	Jun-00

#### Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

#### On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

#### Perfect Order Rate

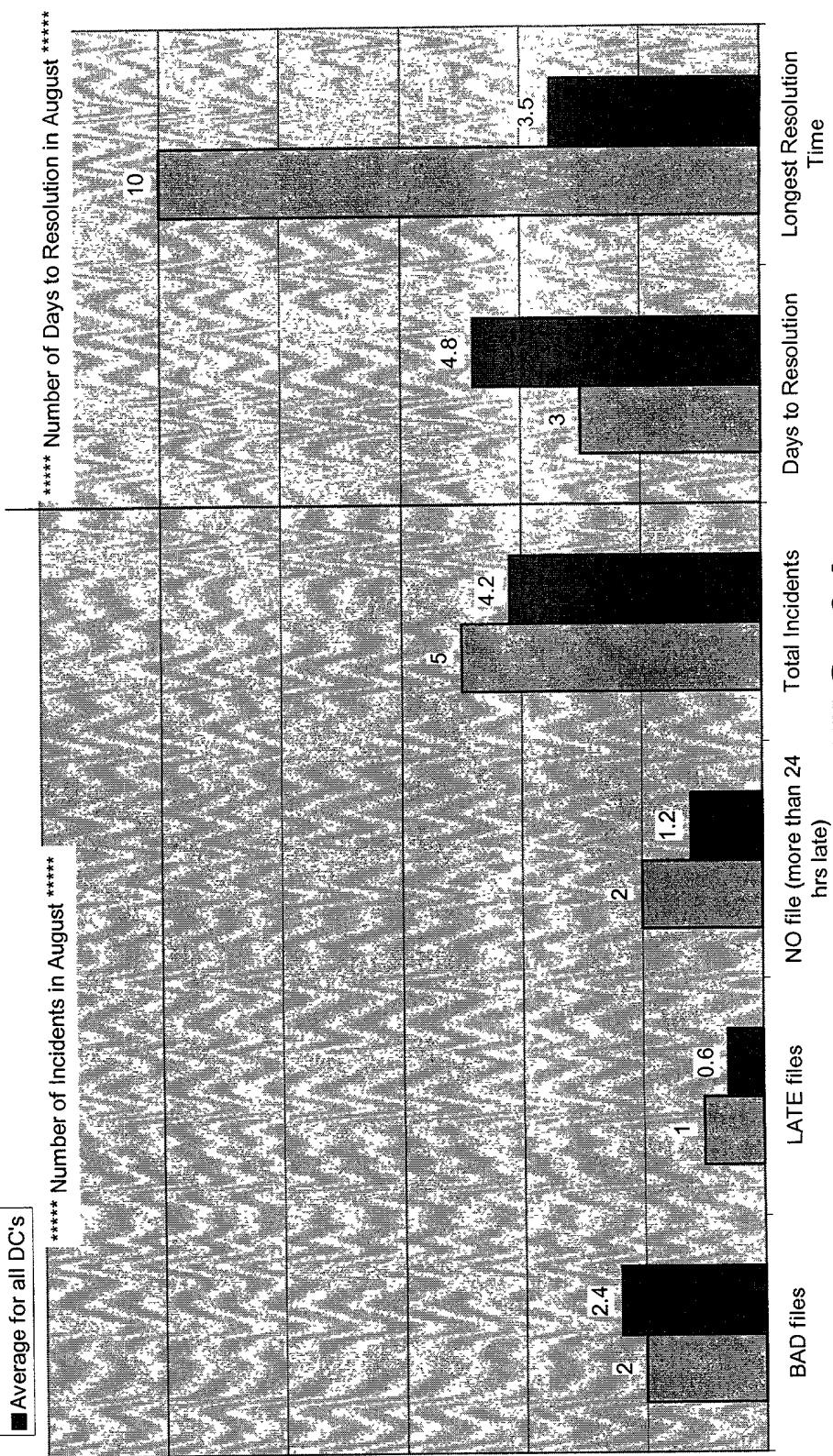
Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

**FIG. 30**

3100  
→

**Alliant - Monthly DC Data Feed Performance**  
**August 2000**  
**Mock Report**

Alliant  
■ Average for all DC's



**FIG. 31**



## Service Level Reporting

### August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	99.06%	
Alliant-Topeka	99.05%	98.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	95.65%	96.56%	80.90%
King-Jacksonville	99.78%	94.53%	86.98%
King-Louisville	99.41%		79.25%
Mathes 29-Corbin	99.13%	94.15%	#DIV/0!
Mathes 30-Cleveland	99.41%	92.81%	#DIV/0!
Mathes Long Island	99.15%	92.76%	#DIV/0!
Mathes New England	99.13%	92.76%	#DIV/0!
MBBM-Biloxi	99.13%	92.88%	#DIV/0!
MBBM-Louisville	99.76%	98.00%	#DIV/0!
MBBM-Orlando	99.13%	92.46%	#DIV/0!
MBBM-Rocky Mount	99.13%	94.72%	96.84%
McCabe's	99.18%	96.04%	#DIV/0!
McLane Lubbock	#DIV/0!	96.04%	#DIV/0!
Nicholas & Co.	99.80%	96.91%	85.97%
PFD Supply	99.16%	90.12%	80.12%
PFG Victoria	99.42%	97.04%	#DIV/0!
PIYA/Monarch	99.20%	97.04%	
Reinhart-Cedar Rapids	99.05%	95.35%	
Reinhart-Oak Creek	99.31%	93.99%	
Reinhart-Rogers	99.50%	95.46%	
Restaurants NW	99.03%	99.07%	86.17%
Shamrock Commerce City	99.54%	91.58%	85.3%
Shamrock Phoenix	98.81%	93.88%	
Sigma Harrisburg	99.15%	92.48%	
Sigma Stockton	99.65%	100.00%	82.77%
Sysco	99.65%	100.00%	

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK	
Didn't meet RSI Min	
Didn't meet BK Min	

**FIG. 32**

# FIG. 33

The diagram illustrates the flow of data from vendor and time period inputs to various reporting sections. The vendor input (XYZ Company) and time period input (Aug-00) both point to the **Delivery Statistics**, **Inventory Management**, and **Invoice, Payment and Pricing** sections. The **Delivery Statistics** section also receives a direct input of 3300. The **Inventory Management** section receives a direct input of 3300 and also points to the **Invoice, Payment and Pricing** section. The **Invoice, Payment and Pricing** section receives a direct input of 3300 and also points to the **Invoice Accuracy** section.

<b>Vendor:</b>	XYZ Company
<b>Time Period:</b>	Aug-00
	3300
	3300
	3300
<b>Delivery Statistics:</b>	
DC Requested Lead-Time	4
DC Adherence to Lead-Time	95%
Days Delivery Late	1.7
On-Time Delivery Percentage	95%
Hours Delivery Late	0.93
<b>Inventory Management:</b>	
Average Days On Hand	
SKU #1	19
SKU #2	22
Max Days On Hand	
SKU #1	40
SKU #2	32
<b>Invoice, Payment and Pricing:</b>	
Days for Payment	12
Monthly FOB Variance	\$ 30,152
Monthly Freight Variance	\$ 3,594
Monthly Total Variance	\$ 33,746
<b>Invoice Accuracy:</b>	
Invoice Fill Rate	97.25%
PO Accepted Rate	99.00%
Perfect Order Percentage	92.34%

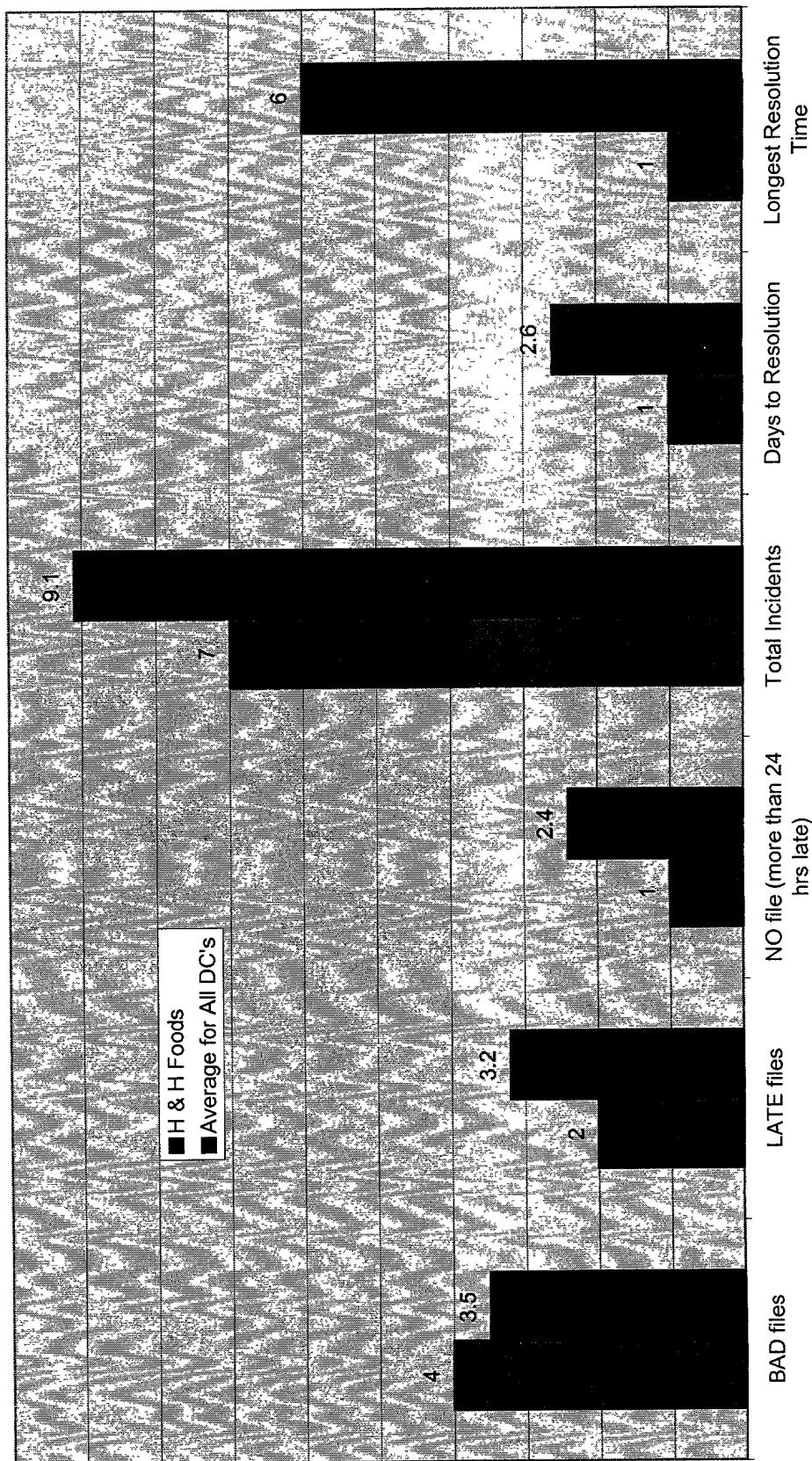
FIG. 34

# H & H Foods - Monthly Supplier Data Feed Performance

## August 2000

### Mock Report

3400



**FIG. 35**



3500

**Service Level Reporting  
November - Mock Report**

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,901		2.33%
COMARK INSTRUMENTS INC	\$4,867		
WHITEFORD FOODS INC	\$4,50	97.3%	2.41%
EPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR SYSTEMEDIA	\$0	92.1%	2.16%
SIGNATURE MEAT'S GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DXIE PRODUCE & PACKAGING			
NOR-LAKE INC	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$1,221		1.90%
FRESH ADVANTAGE KC	\$0	98.6%	
SILVER KING INN - CORP			
TYSON FOODS	\$0		
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE		94.8%	2.51%
COUGHERTY PACKING		93.2%	
BEVERAGE AIR			
COMPONENT HARDWARE GROUP INC			2.00%
COCA-COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		1.04%
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS LLC	\$3,428		2.98%
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

3600

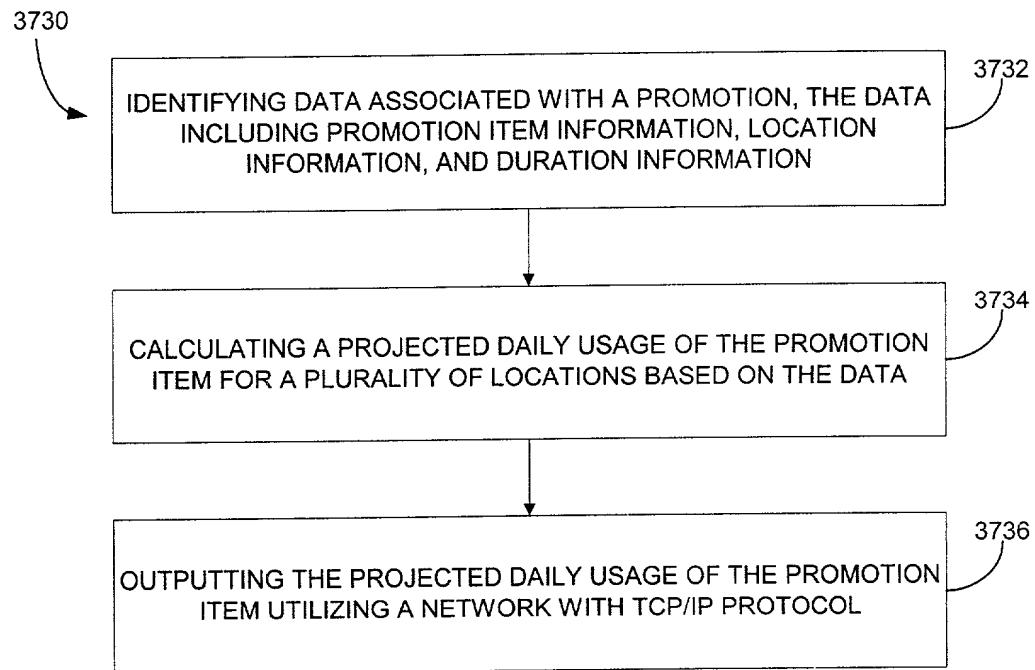


	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

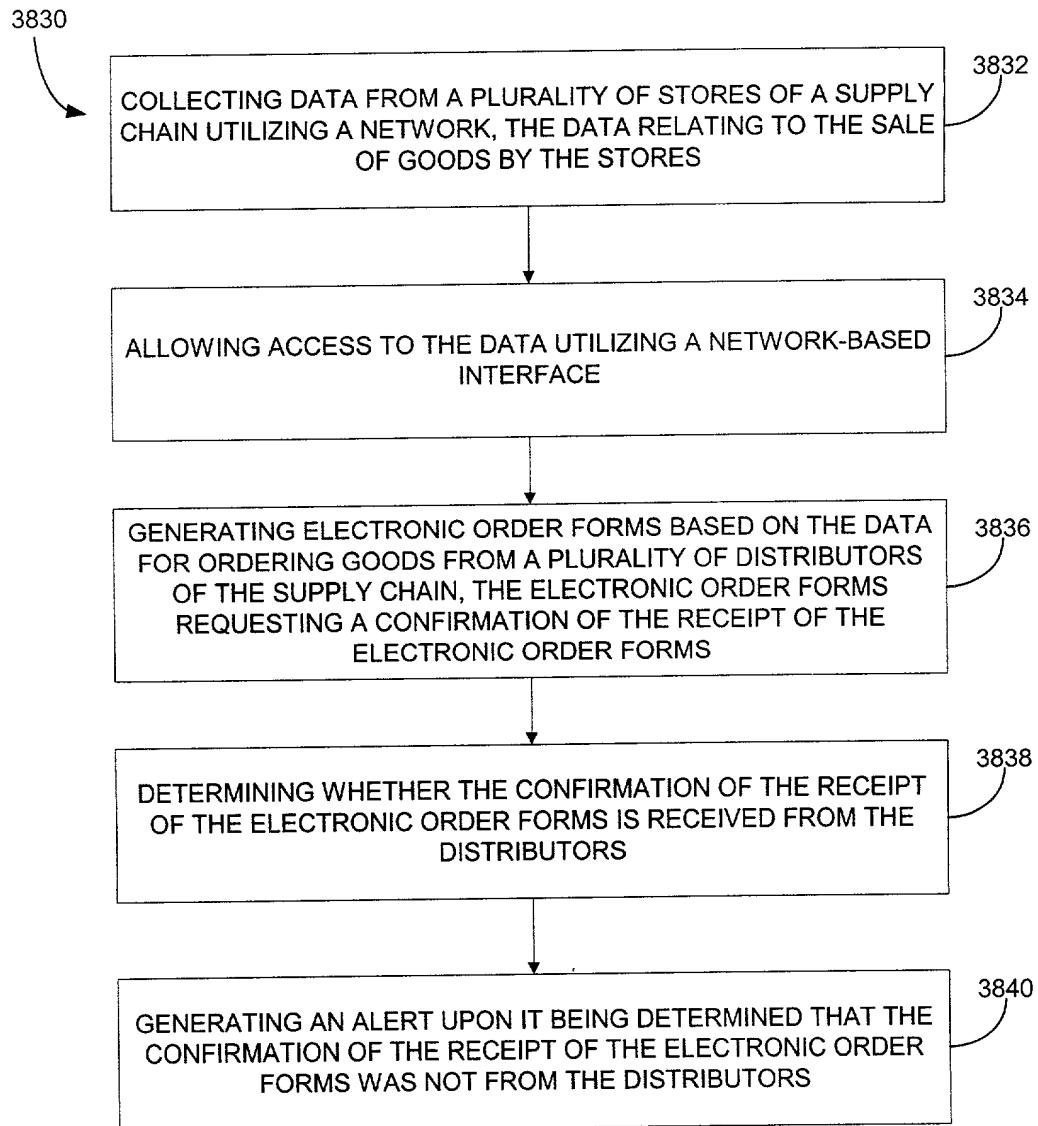
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

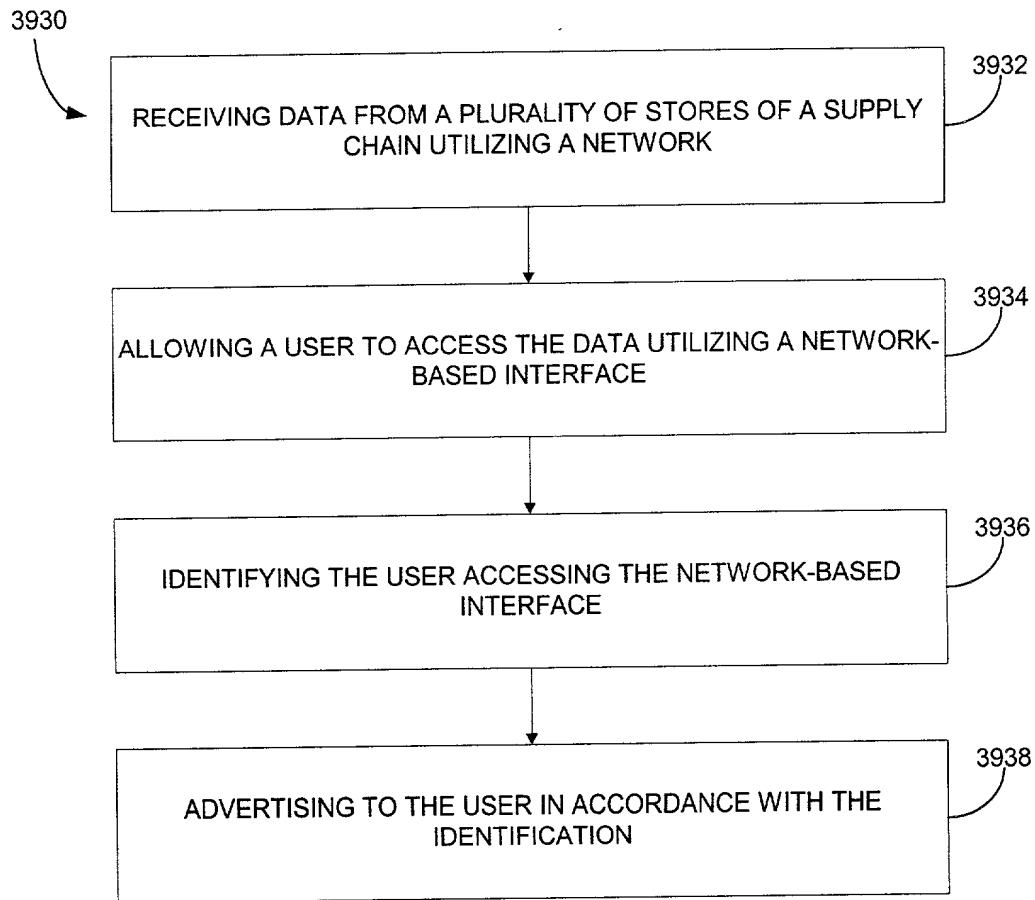
## FIG. 36



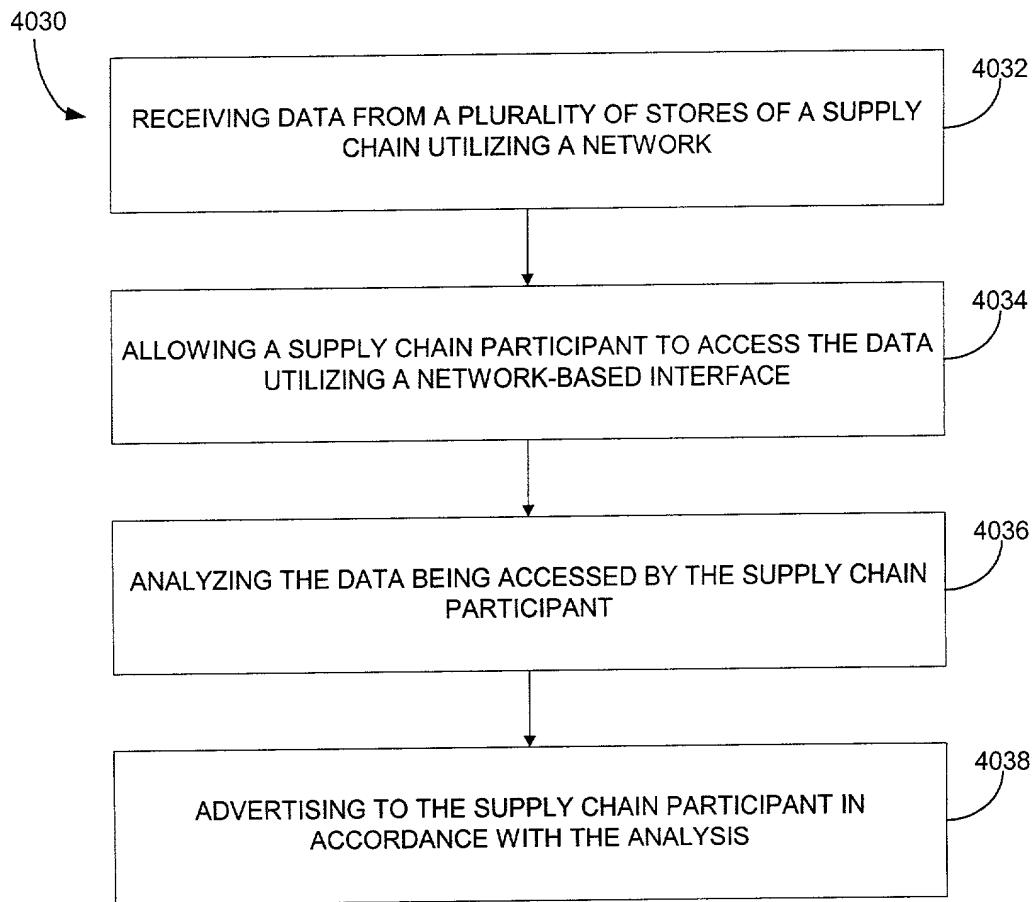
**FIG. 37**



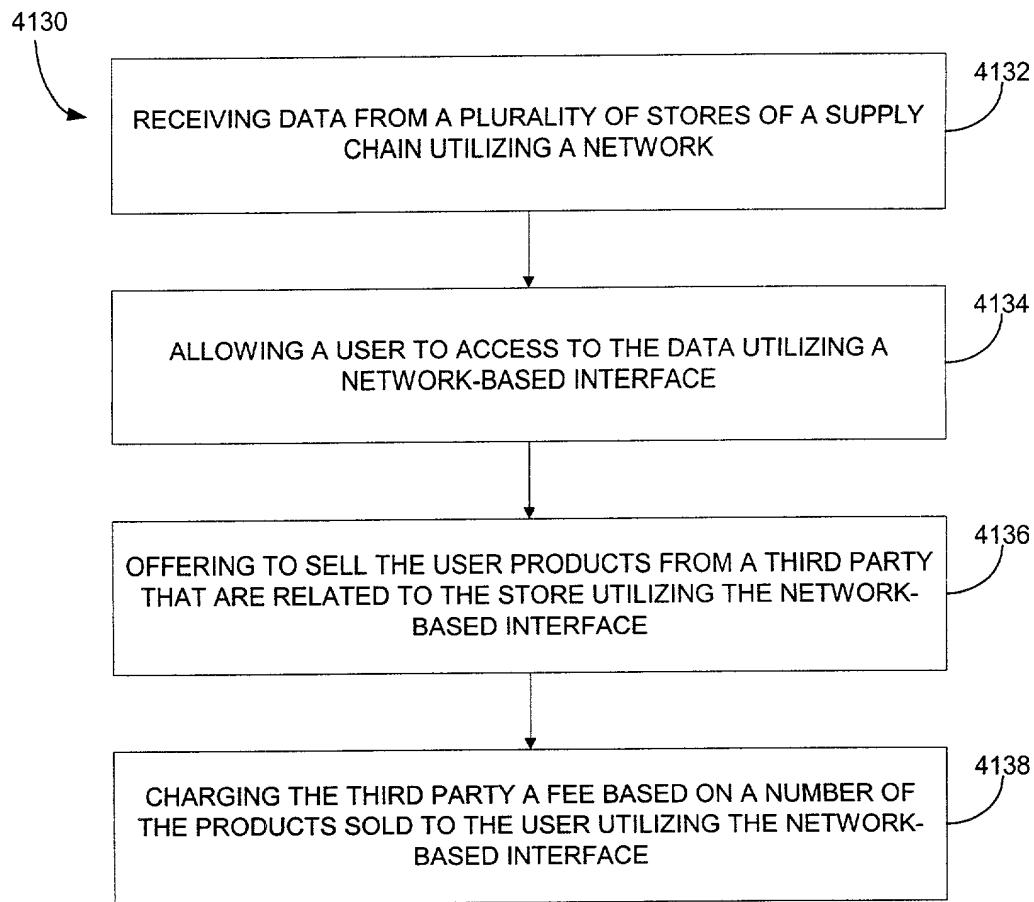
**FIG. 38**



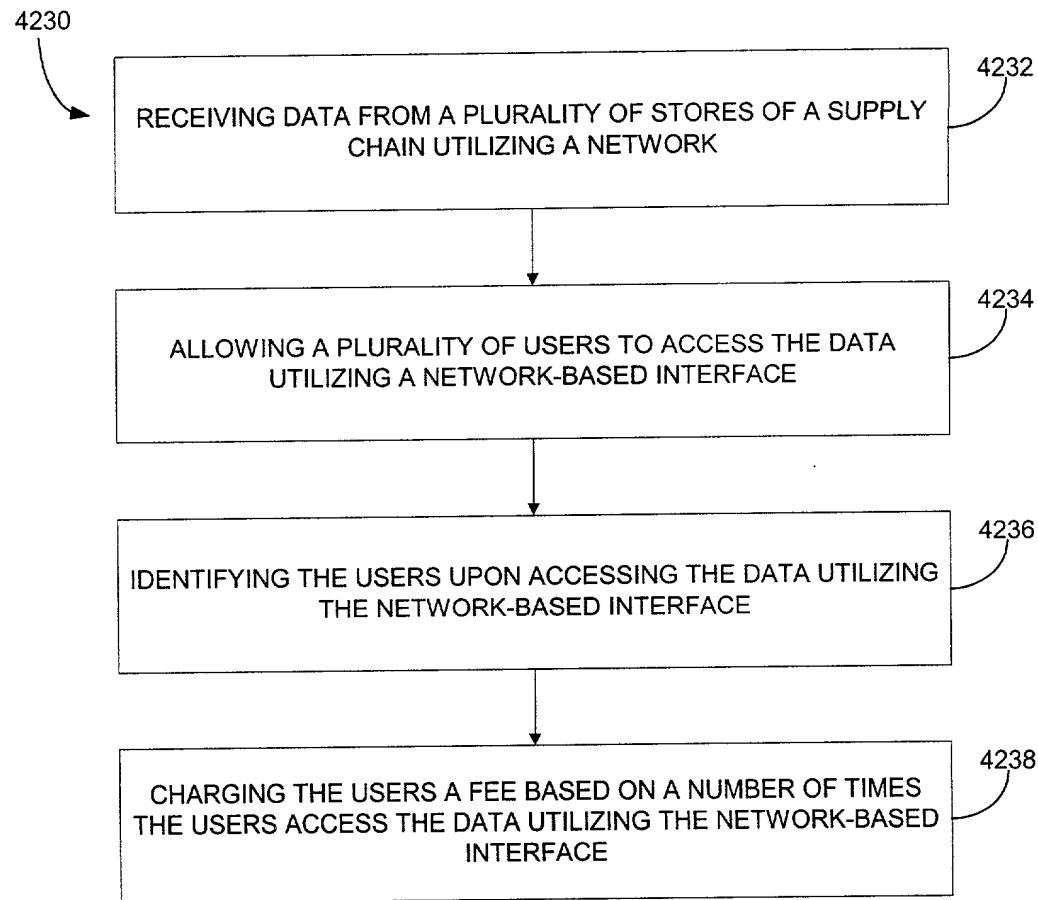
**FIG. 39**



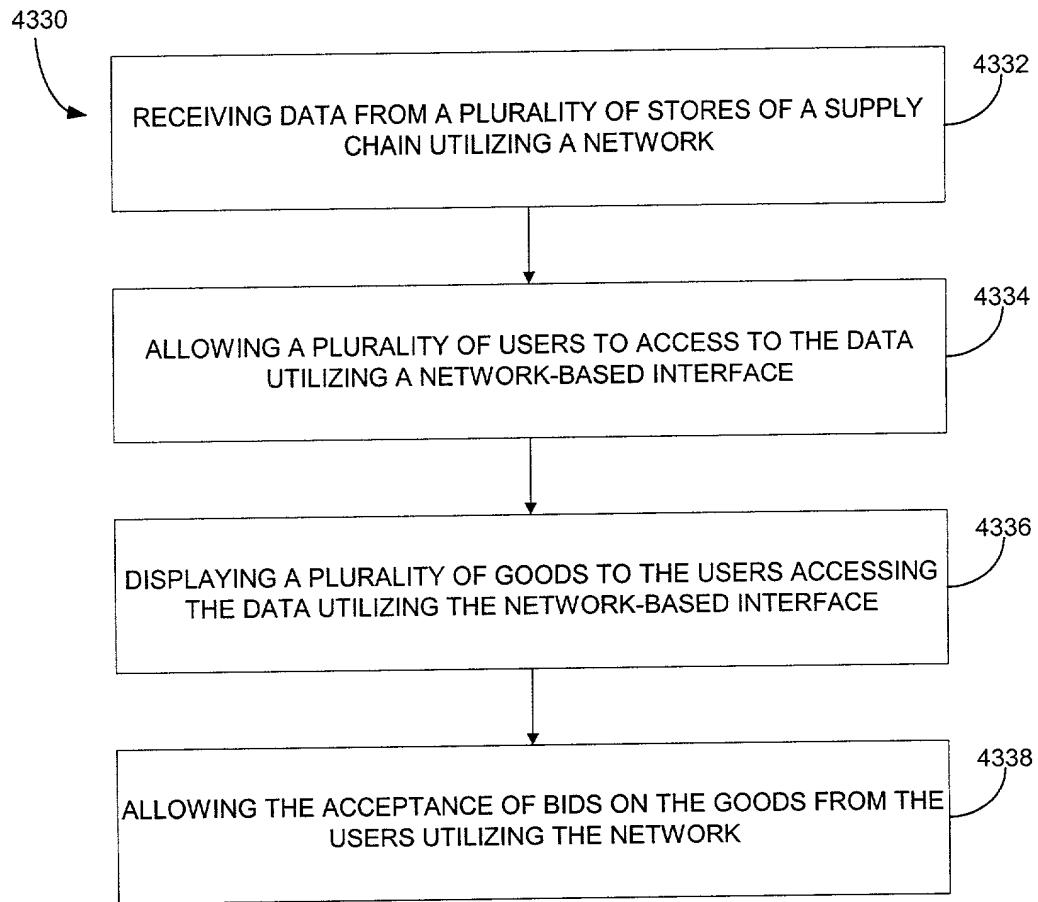
**FIG. 40**



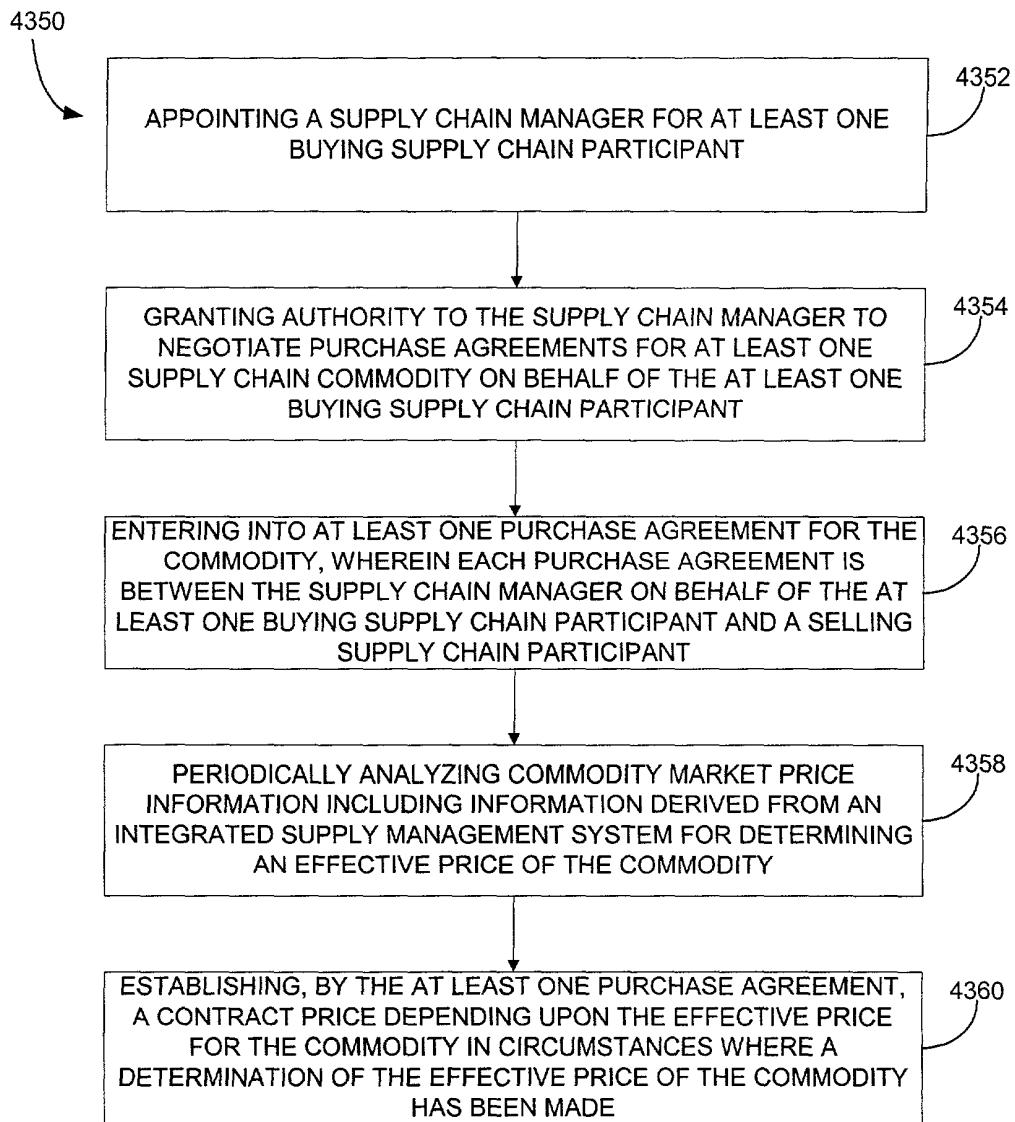
**FIG. 41**



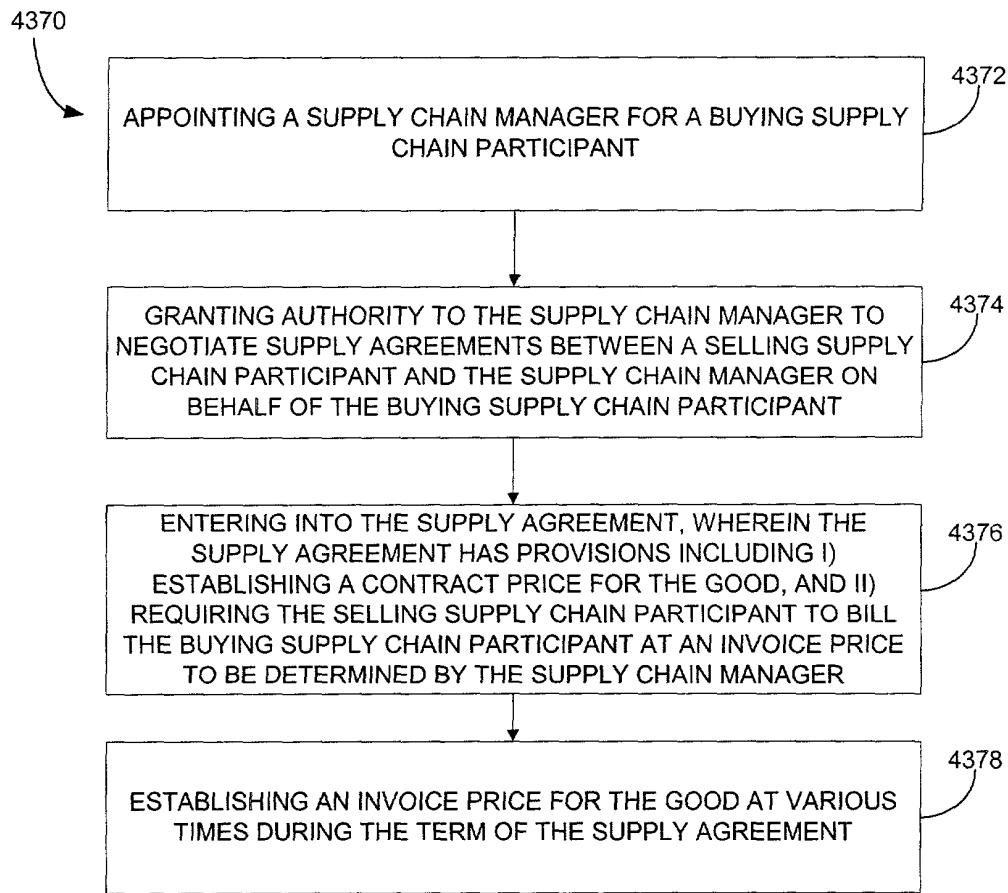
**FIG. 42**



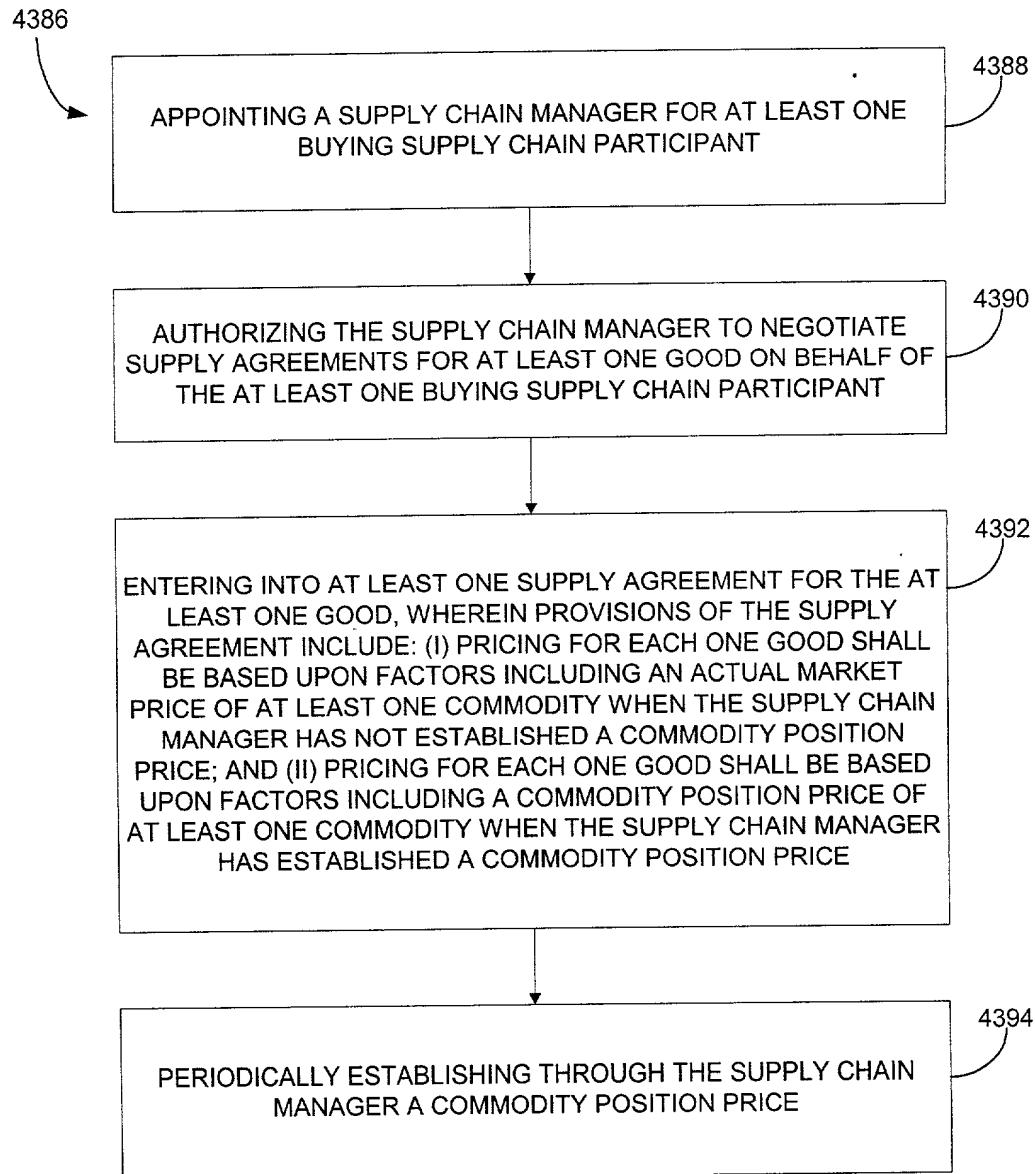
**FIG. 43A**



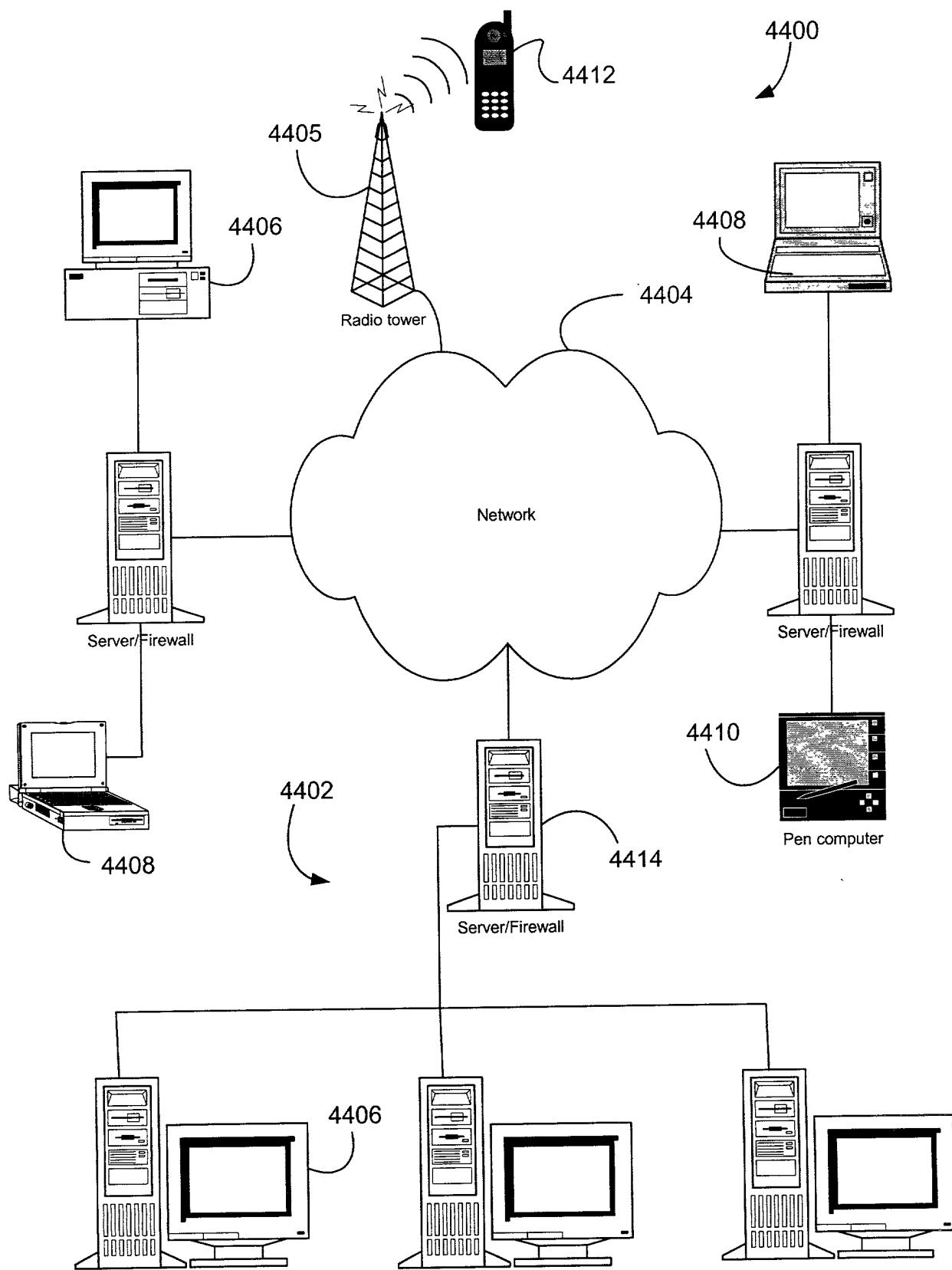
**FIG. 43B**



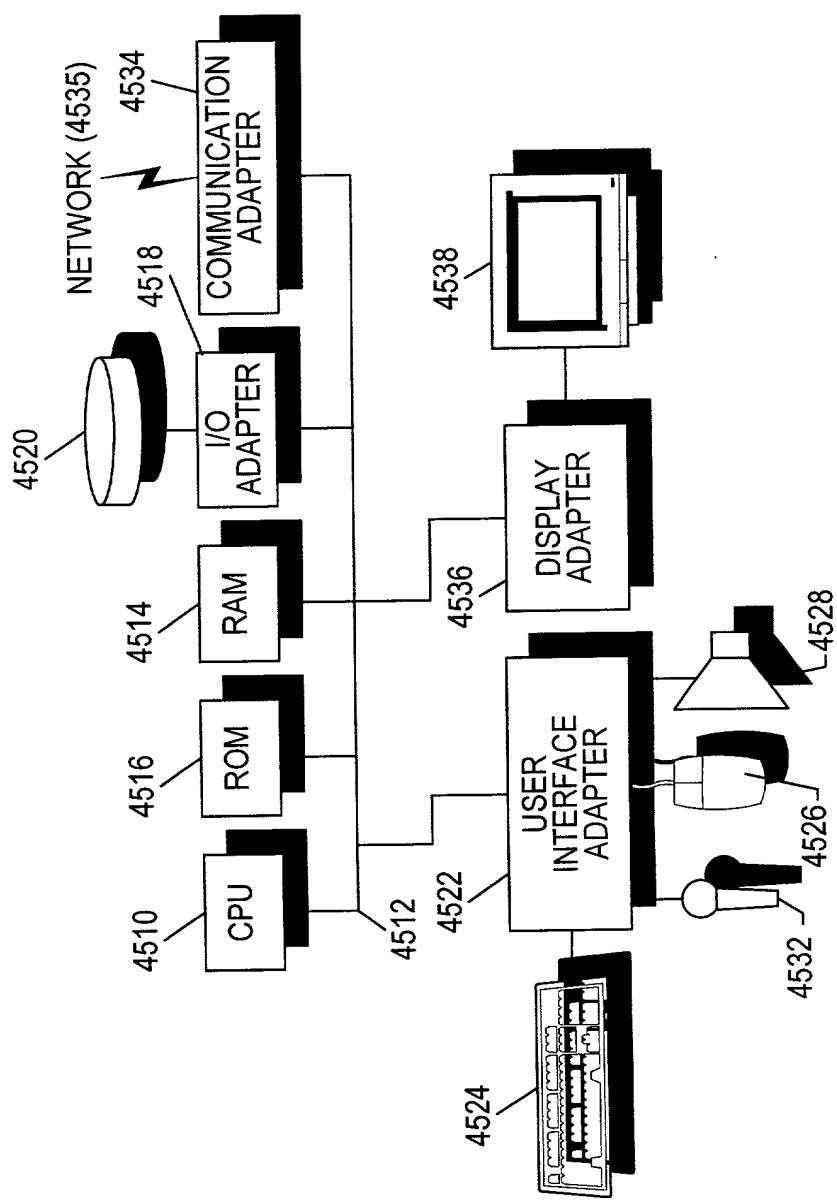
**FIG. 43C**



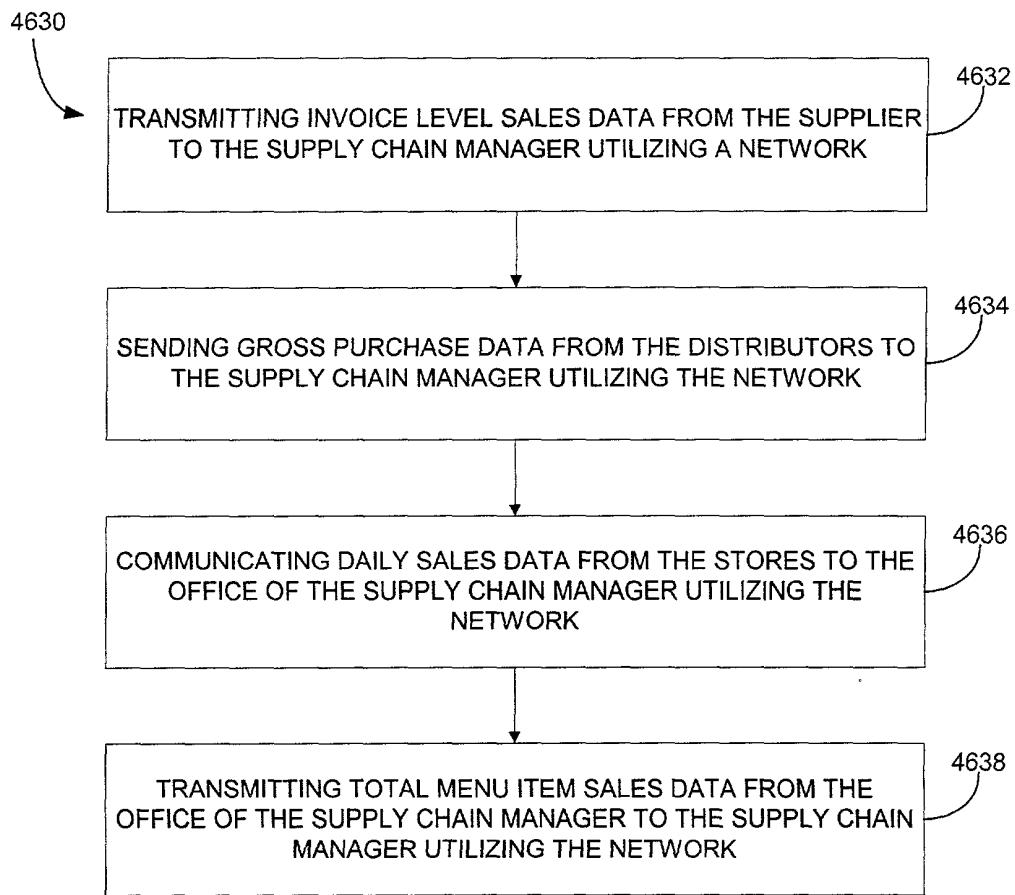
**FIG. 43D**



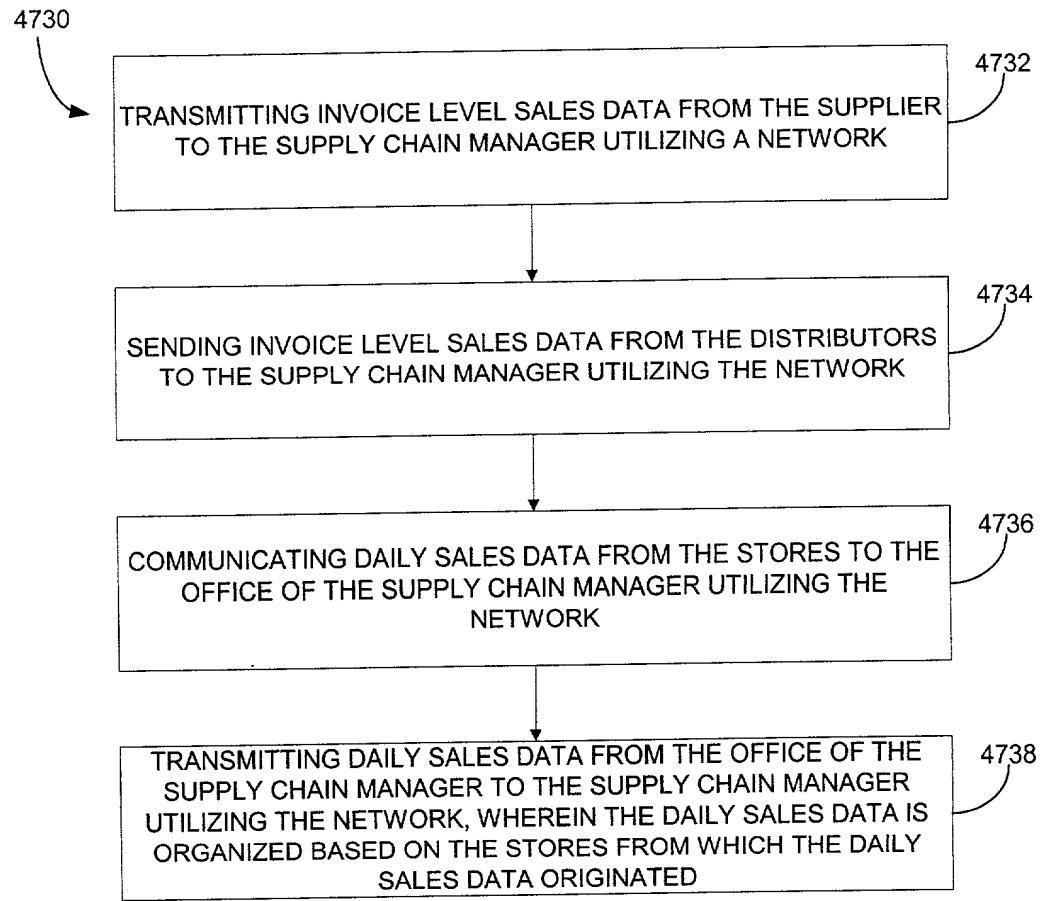
**FIG. 44**



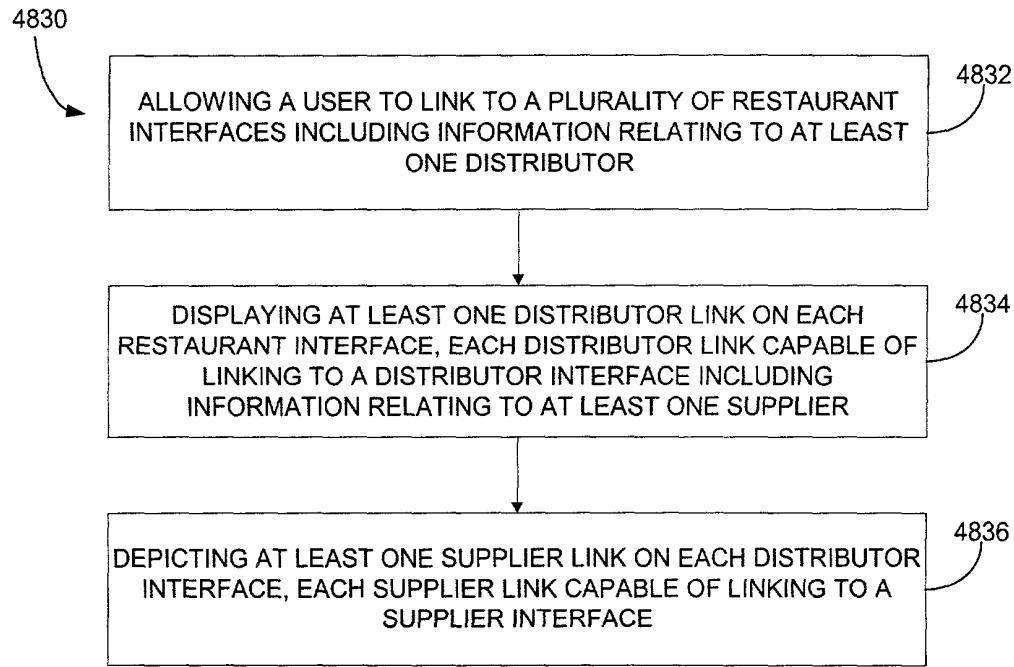
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**

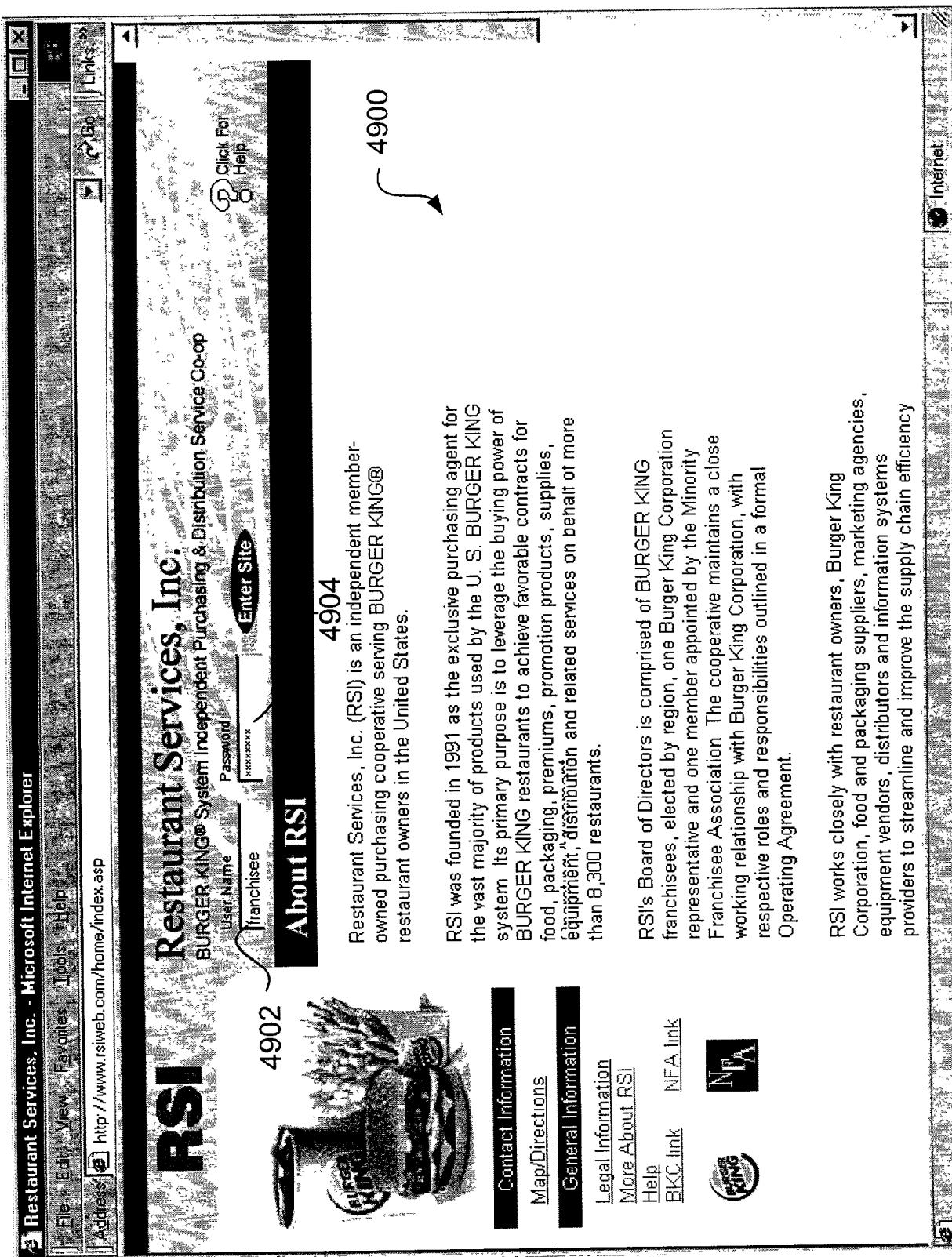
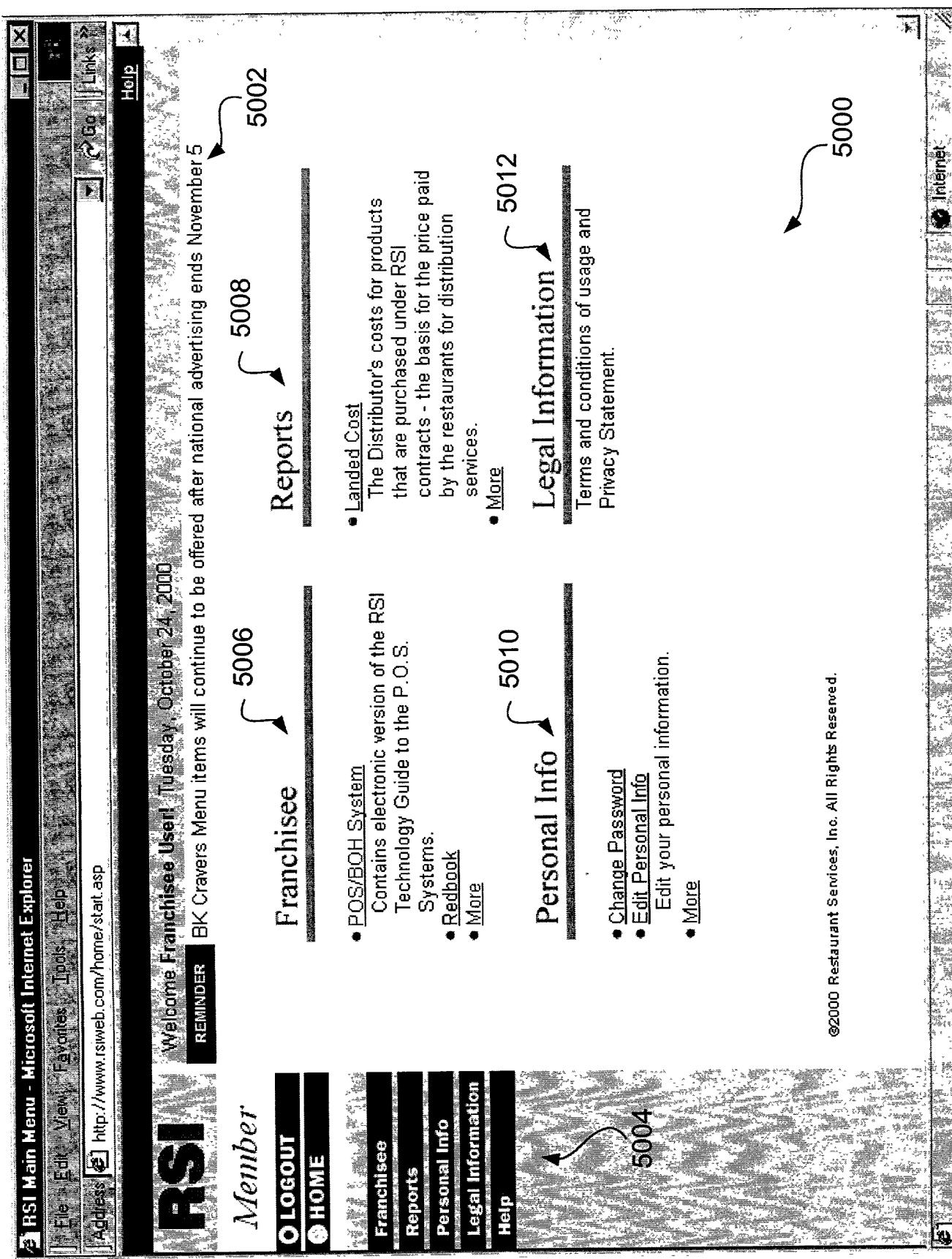
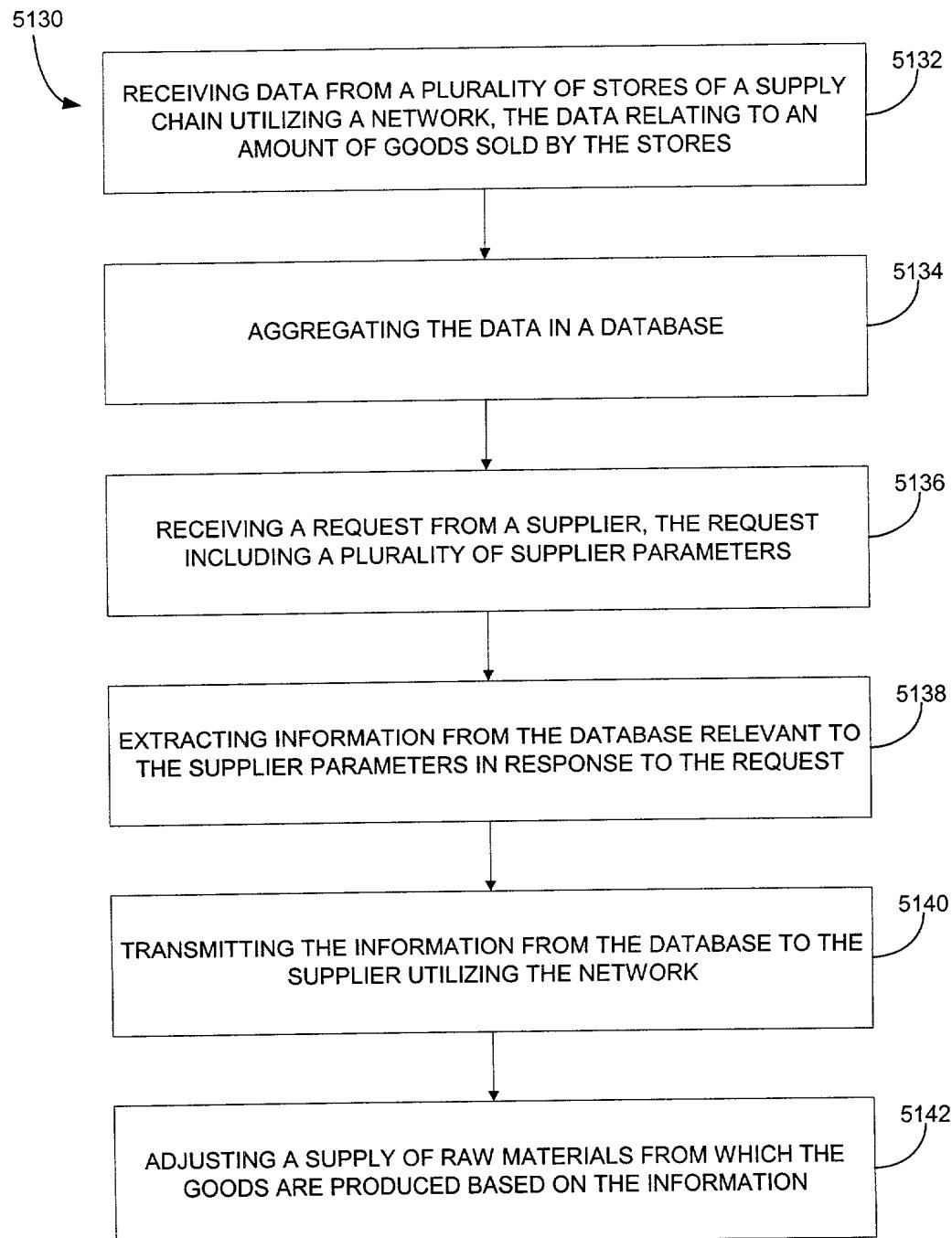


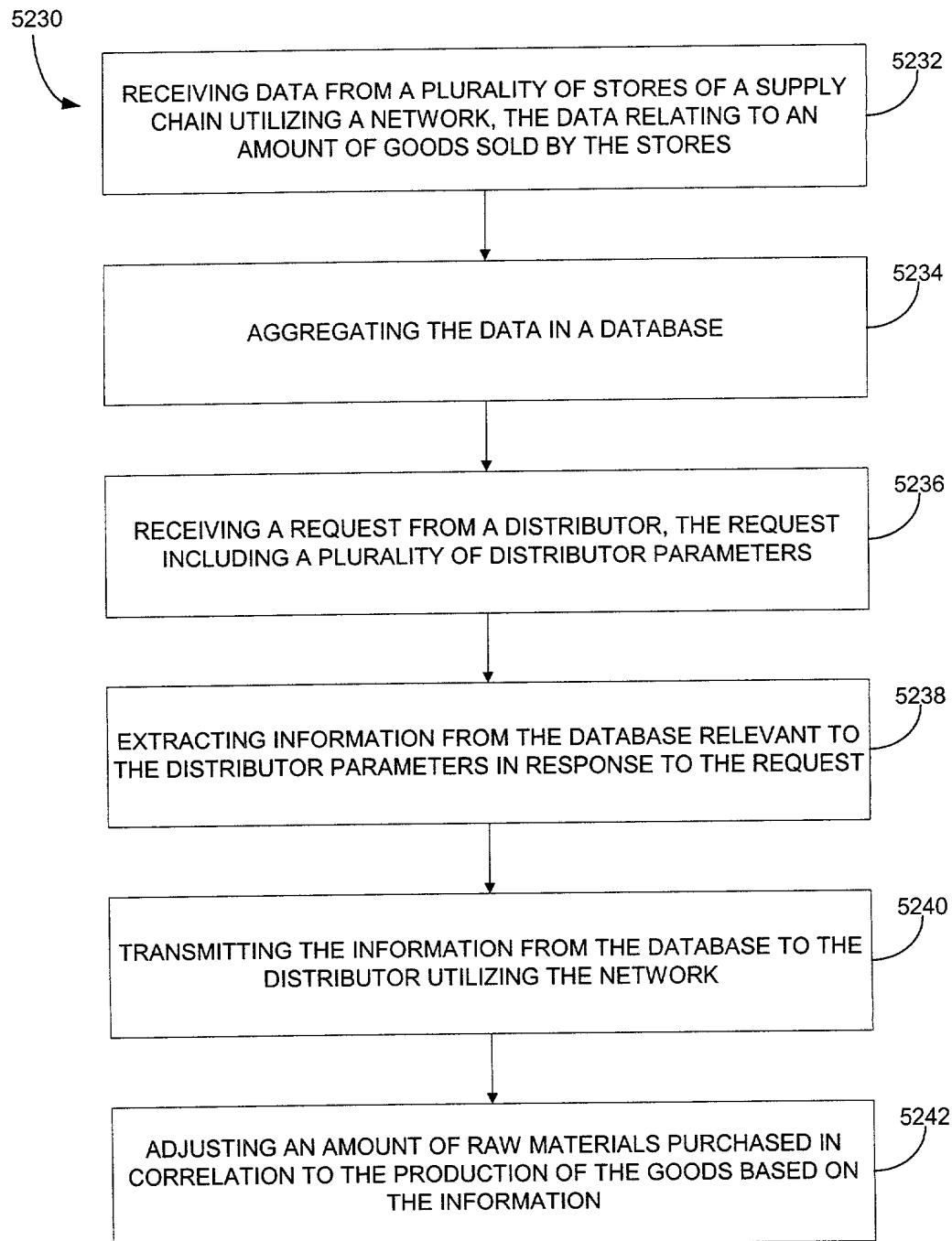
FIG. 49

**FIG. 50**





**FIG. 51**



**FIG. 52**

**RSI**

**Distributor**

**Logout**

**HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

Printer Friendly Version

**POS Implied Daily Usage - Distributor**

**Tuesday, October 24, 2000**

**5300**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)												Week Ending Total									
DC Item No	Item Description	% Chg	14 Day Avg	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18	
18386	SAUCE: BULK BULLSEYE	0.00%	13	21	23	18	16	16	16	16	16	16	16	16	16	16	16	96	80	72	
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	14	13	14	14	19	19	19	16	15	14	110	104	100
24340	MAIONNAISE: BULK BK	0.00%	134	197	211	173	166	154	153	150	150	150	208	208	208	175	155	151	1184	1146	1109
24986	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	24	34	33	27	24	24	189	179	186	178
25316	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	8	9	10	11	12	11	10	9	70	74	58	
25452	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	2	2	2	2	2	3	3	3	3	3	3	2	2	18	15	8
27682	KETCHUP: BULK BAG IN BOX	0.00%	80	134	142	116	104	102	101	100	100	100	138	139	139	135	106	102	796	771	776
27690	KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	147	197	197	160	142	140	140	1112	1070	1078	1044

**FIG. 53**

RSI Local DC Promotion Forecast Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Addres: [http://test.rsilink.com/dc/d\\_iphromodetail.asp?dc=26576](http://test.rsilink.com/dc/d_iphromodetail.asp?dc=26576) Links

Help

**Distributor**

**Logout**

**HOME**

[Printer Friendly Version](#)

**REINHART - CEDAR RAPIDS, IA**

Local Promotion Summary by DC

Tuesday, October 24, 2000

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Local Promotion Option	AD	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	5/1/00	85	99	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/1/00	85	17	28	
	Omaha, NE	7/4/00	85	17	60	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/25/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>	<b>Cedar Rapids-Waterloo-Dubuque, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>19</b>	<b>131</b>	
<b>Big King</b>	<b>Davenport-RI-Moline, IA</b>	<b>4/15/00</b>	<b>99</b>	<b>17</b>		
	<b>Ottumwa-Kinsville, IA</b>	<b>4/16/00</b>	<b>99</b>	<b>3</b>		
<b>Big King Total</b>	<b>Chicago, IL</b>	<b>5/15/00</b>	<b>20</b>	<b>99</b>	<b>8</b>	
<b>Pancake Minis</b>	<b>Peoria, IL</b>	<b>5/1/00</b>	<b>20</b>	<b>99</b>	<b>17</b>	
	<b>Sioux City, IA</b>	<b>4/15/00</b>	<b>20</b>	<b>99</b>	<b>10</b>	
<b>Pancake Minis Total</b>					<b>35</b>	

Done Internet

5400

**FIG. 54**

**RSI** POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address: [http://www.rsiweb.com/Supplier/s\\_rptposdaily.asp?report=true](http://www.rsiweb.com/Supplier/s_rptposdaily.asp?report=true)

Supplier: **TYSON FOODS**

**Logout** **HOME**

**POS Implied Daily Usage - Supplier**  
Tuesday, October 24, 2000

Supplier: **TYSON FOODS**

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FOB Point	RSI Item No.	Item Description	14 Day Rolling (Total Cases)												Weekly Ending Total		
			10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	
<b>TOTAL</b>			14	14	14	14	14	14	14	14	14	14	14	14	14		
			100	100	100	100	100	100	100	100	100	100	100	100	100		
			790	774	786	781											

Total of DC Locations		14 Day Rolling (Total Cases)												Weekly Ending Total					
DC	Location	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10				
8	CHICKEN-PATTY	0.00%	90	137	144	111	160	98	96	100	134	137	126	100	100	100			
7	CHICKEN-BK BROILER	0.00%	35	51	60	48	45	43	40	53	60	48	46	41	330	327	354	344	
8	CHICKEN-TENDERS	0.00%	222	335	337	265	240	229	225	246	346	316	265	228	223	1,816	1,608	1,418	1,203
	CHICKEN-CRISPS																		

**FIG. 55**

Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address  Links

Logout Home

Member

RSI Landed Cost Report

5600

Printer Friendly Version

Restaurant Landed Cost Verification Report

Date: 10/22/00 Retrieve

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

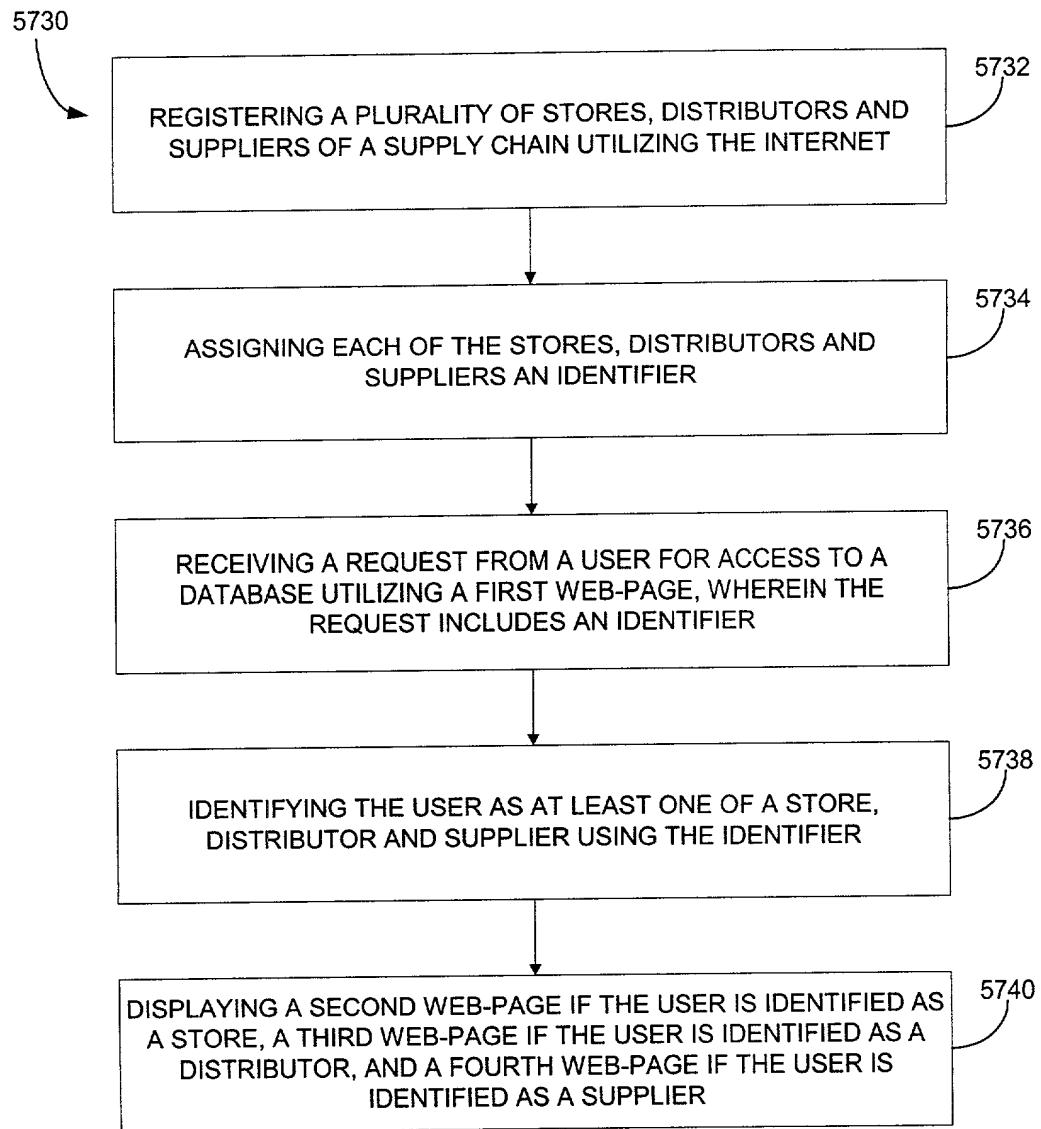
Report Contact: Robert Harris  
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest. Cost
10340	4430	REGISTER TAPE/TERMAL 2.25" X 165'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	389	SAUCE BULK KRAFT BULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 36OZ	\$6.26	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	86	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

FIG. 56



**FIG. 57**

5804

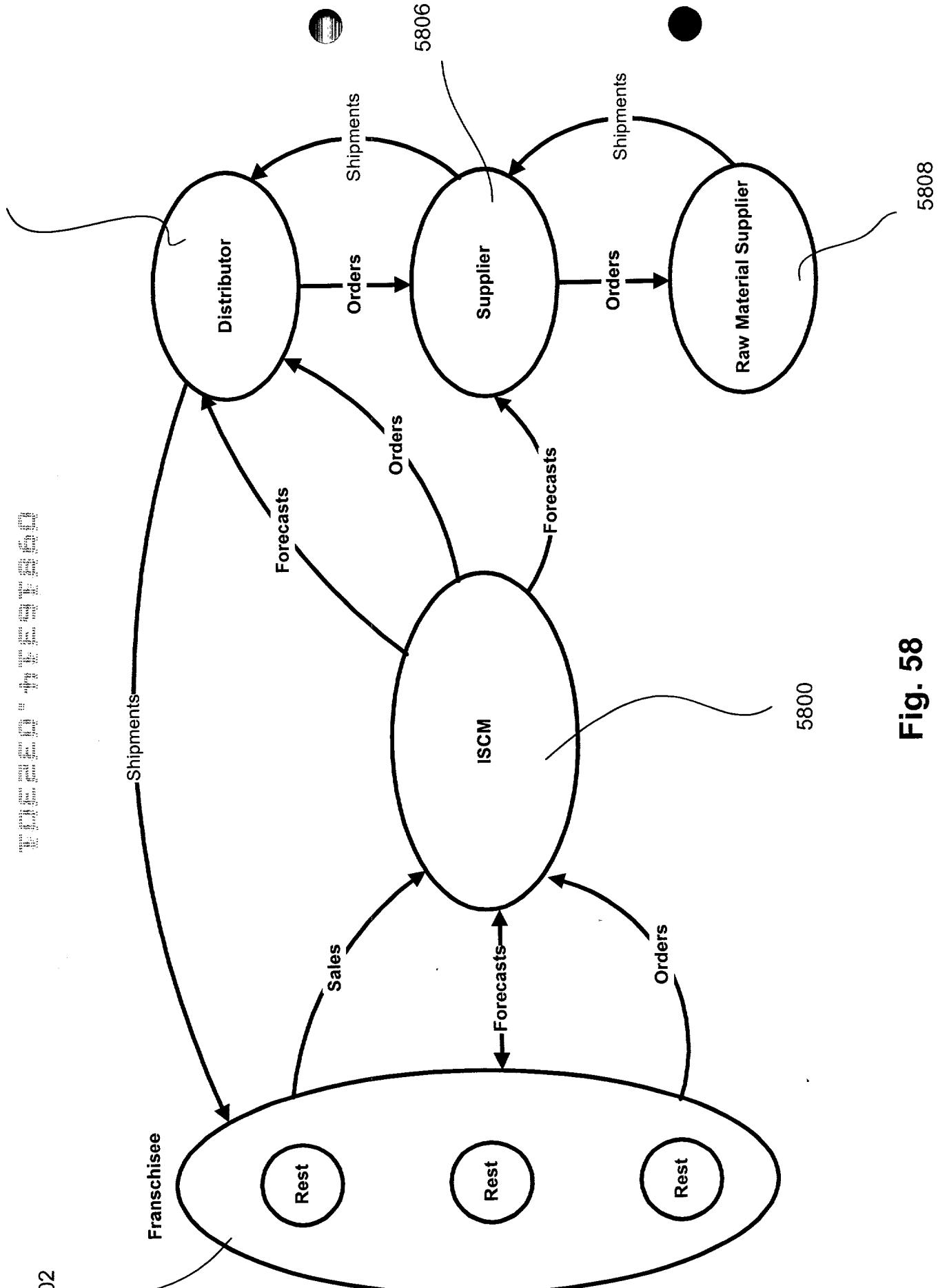
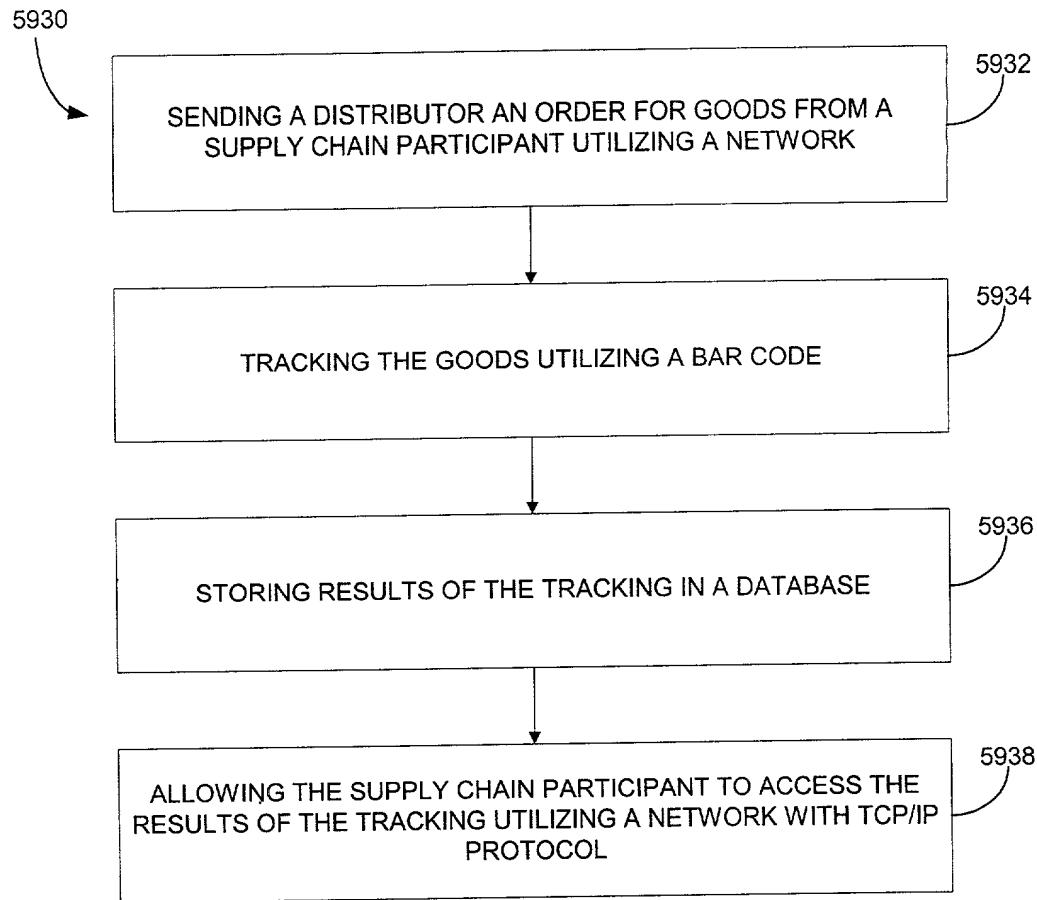
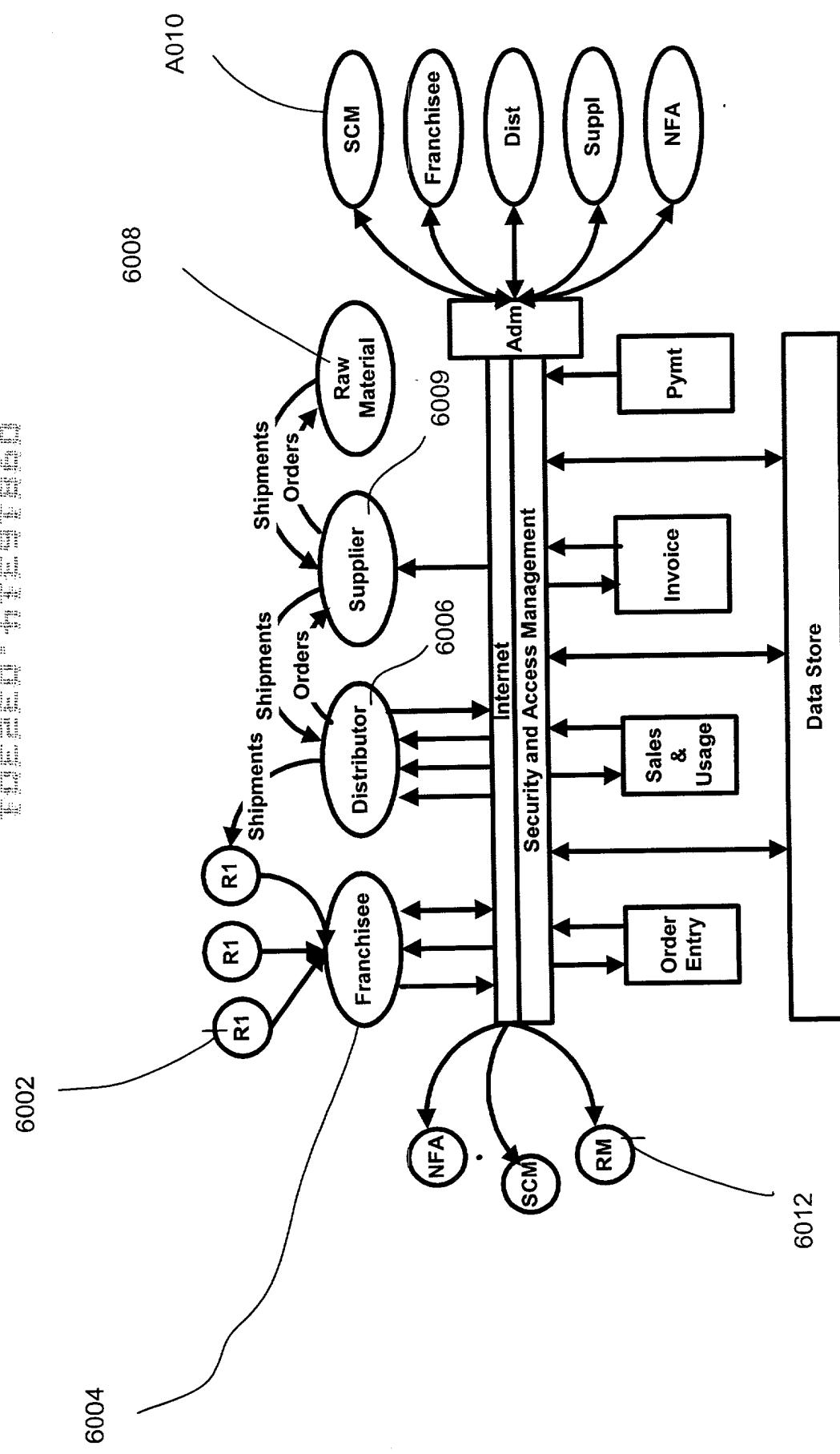


Fig. 58



**FIG. 59**

Fig. 60



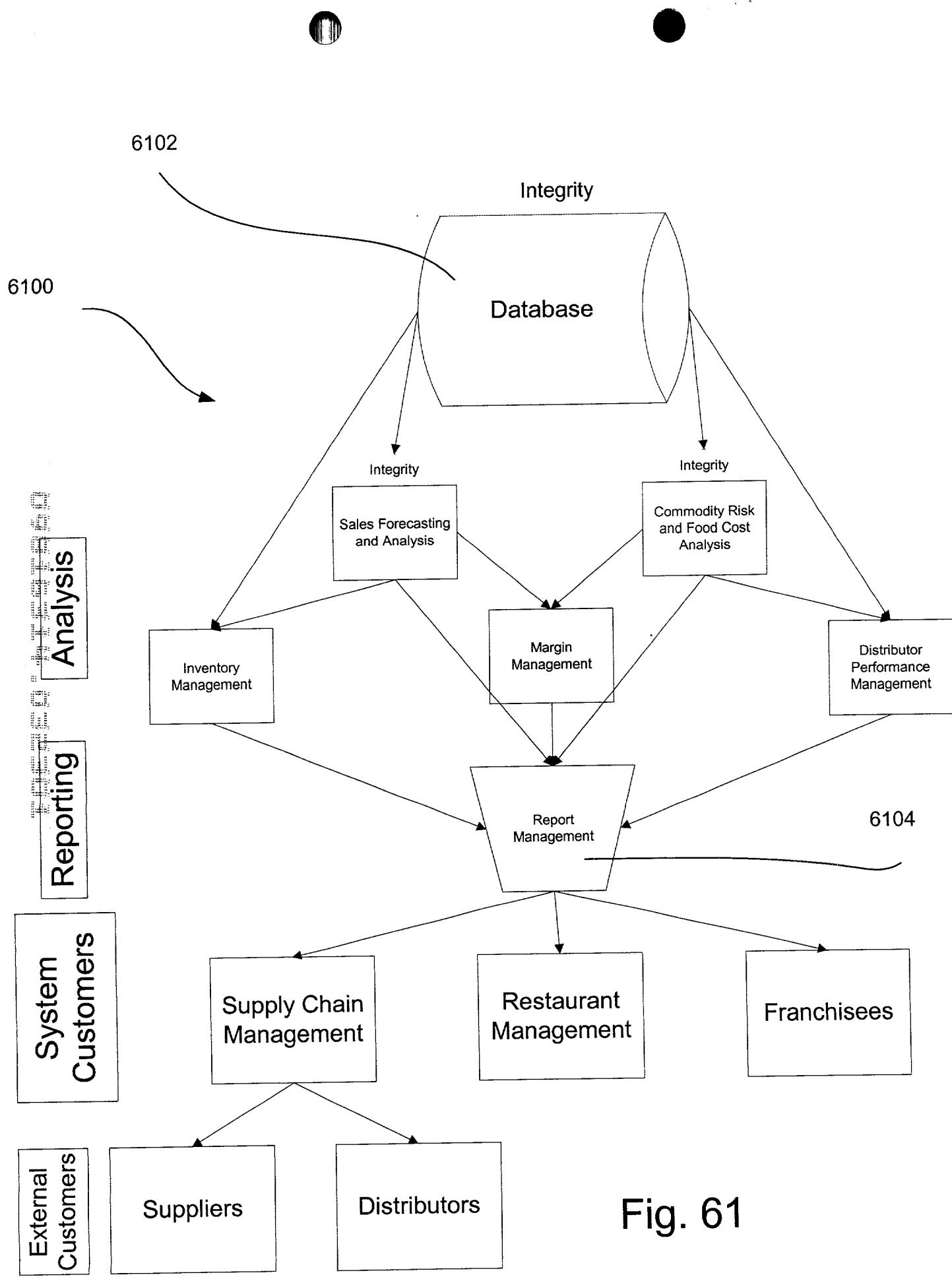
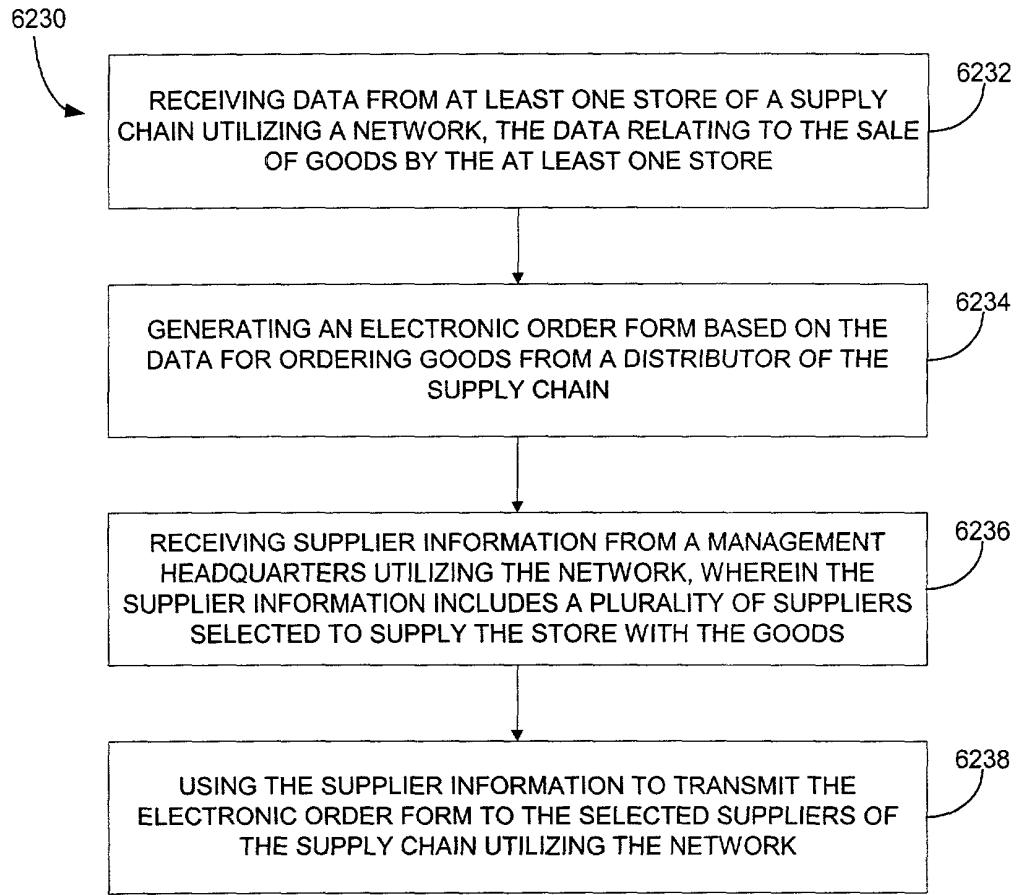
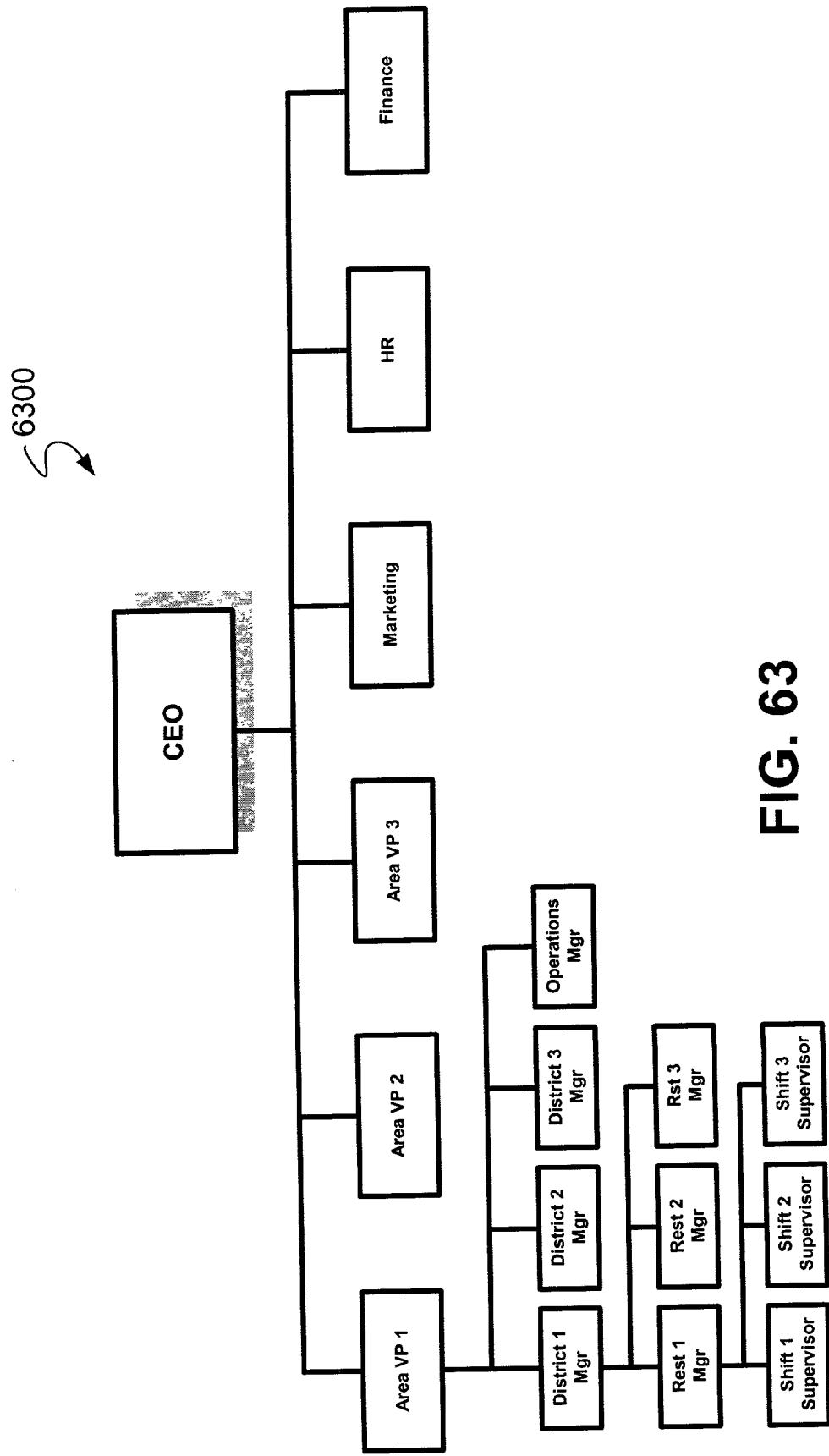


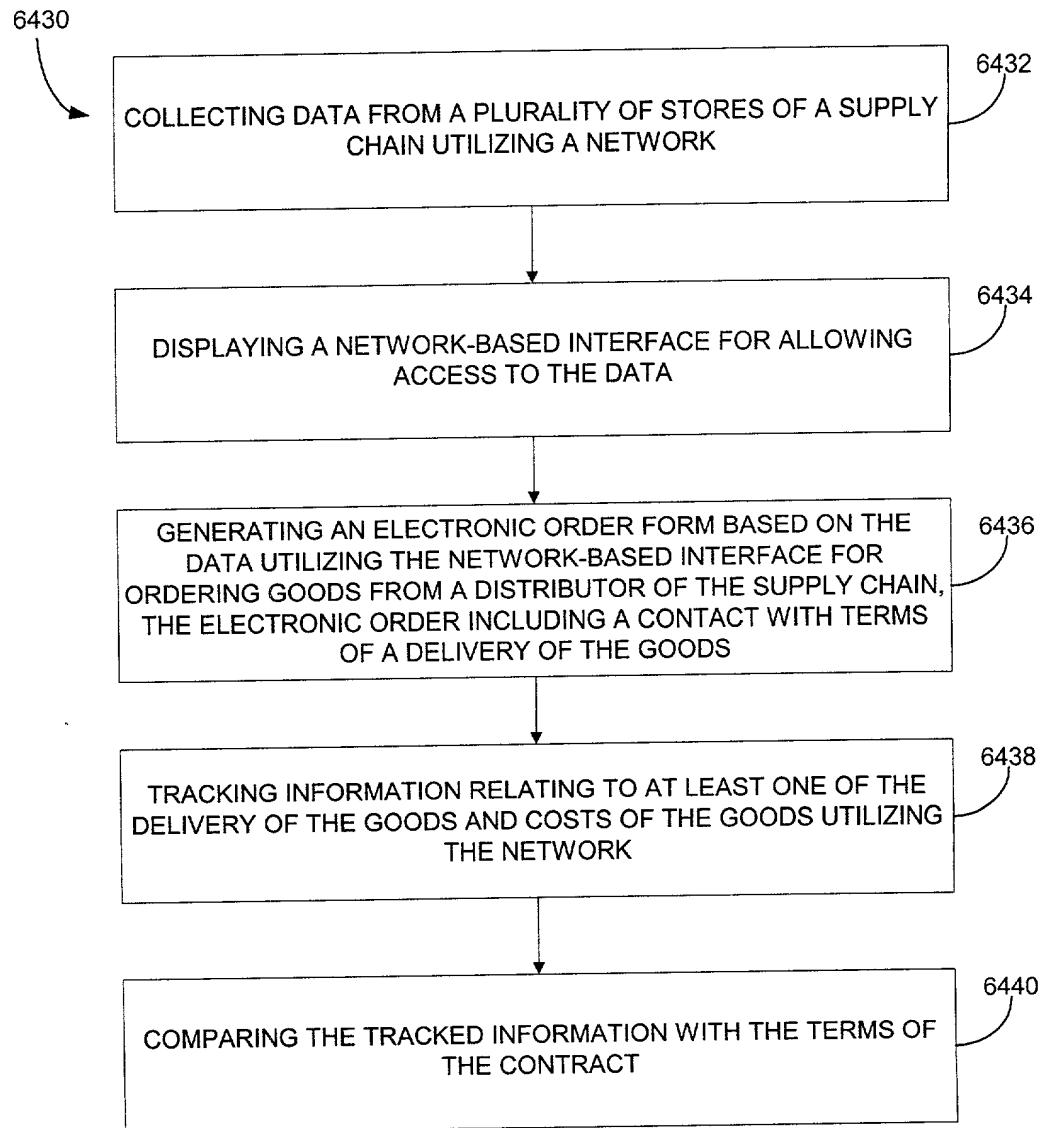
Fig. 61



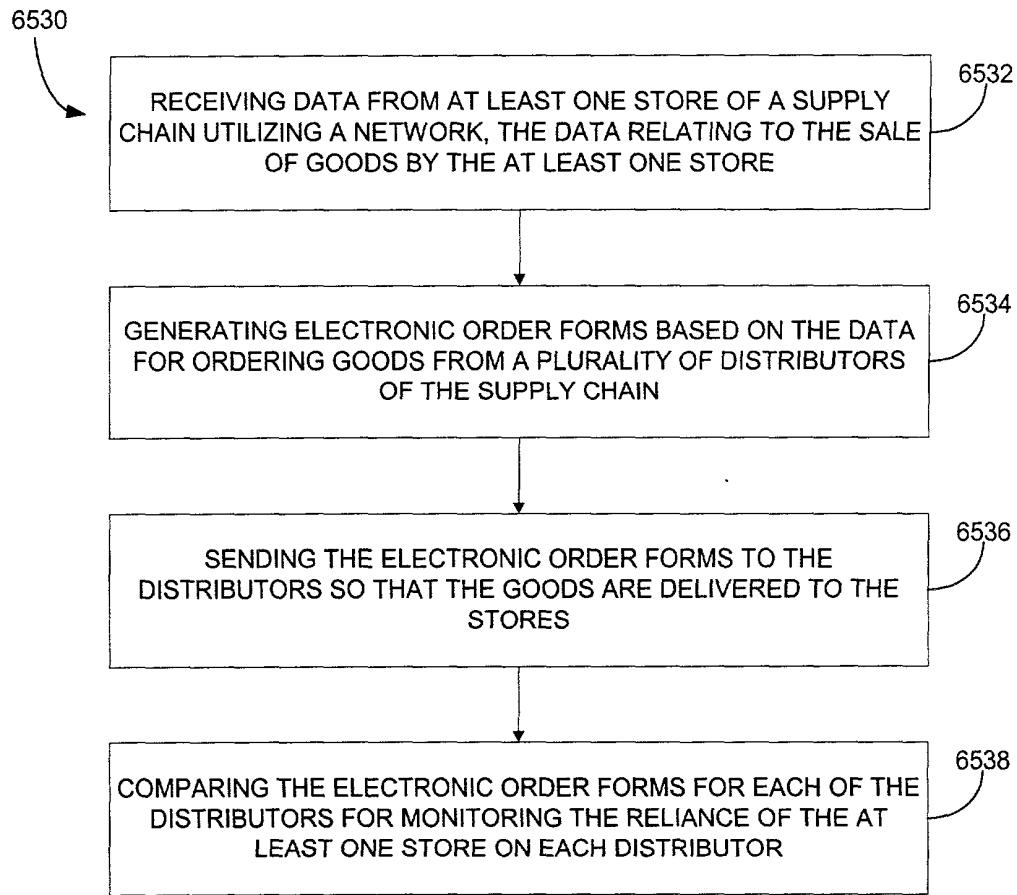
**FIG. 62**



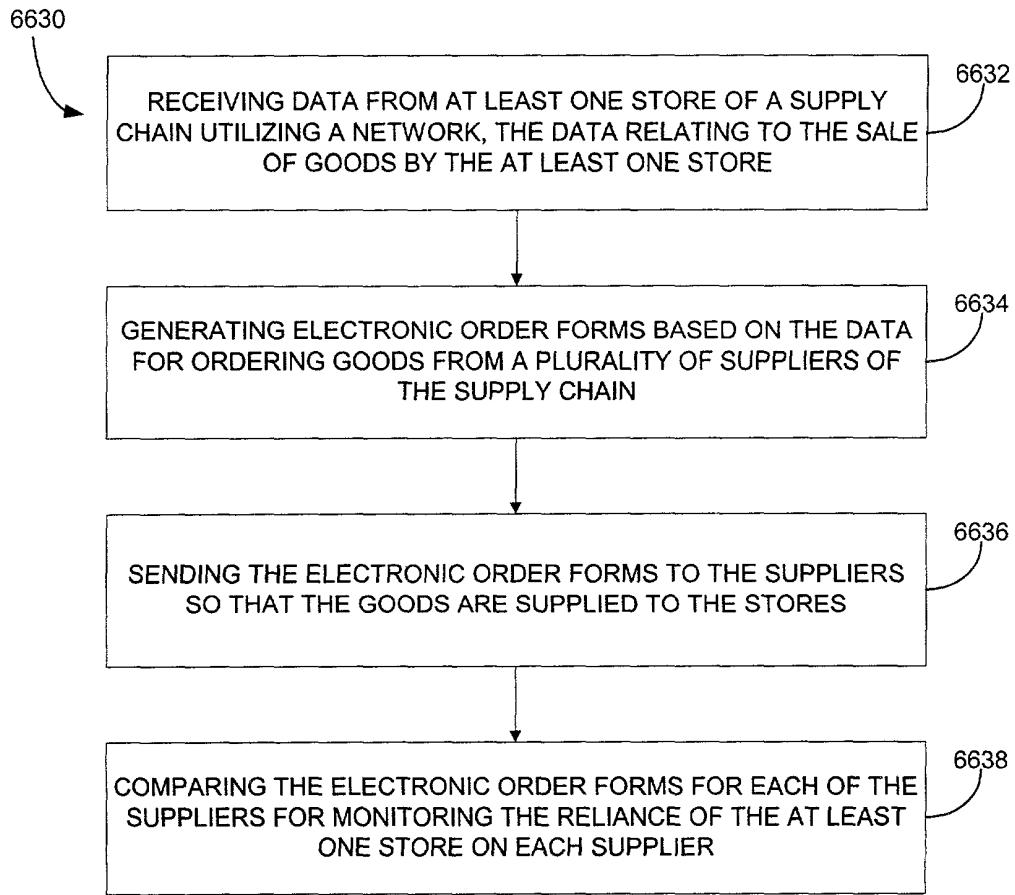
**FIG. 63**



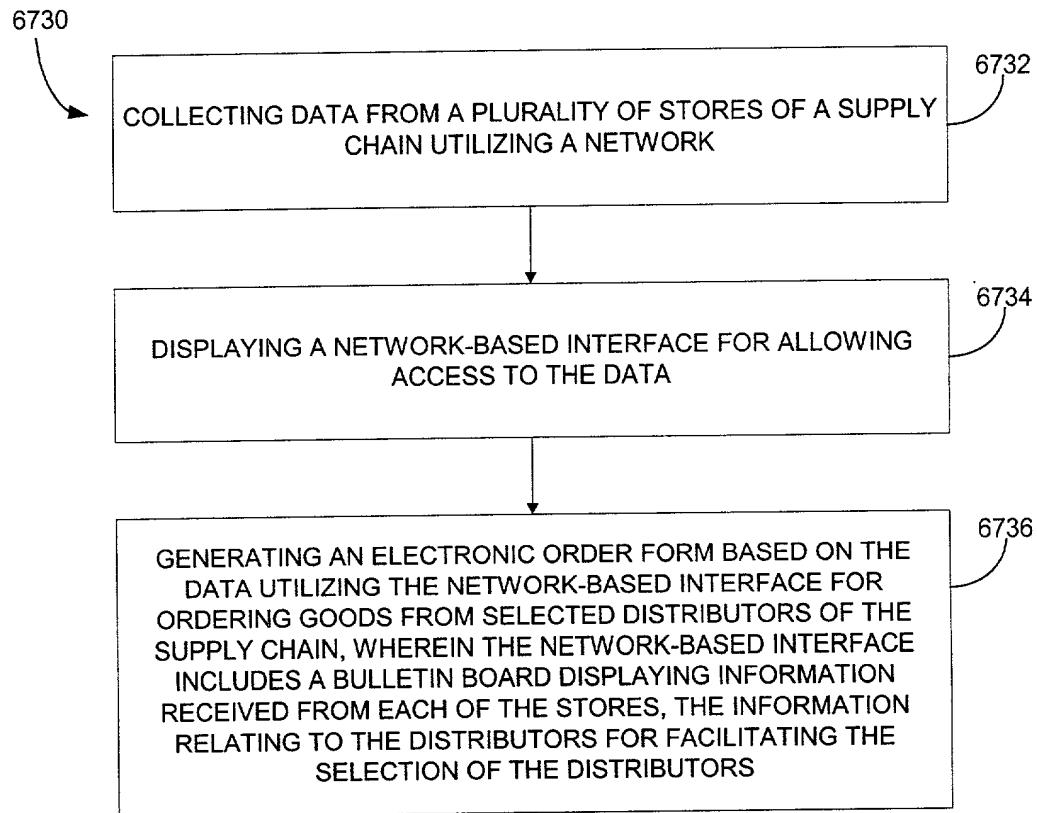
**FIG. 64**



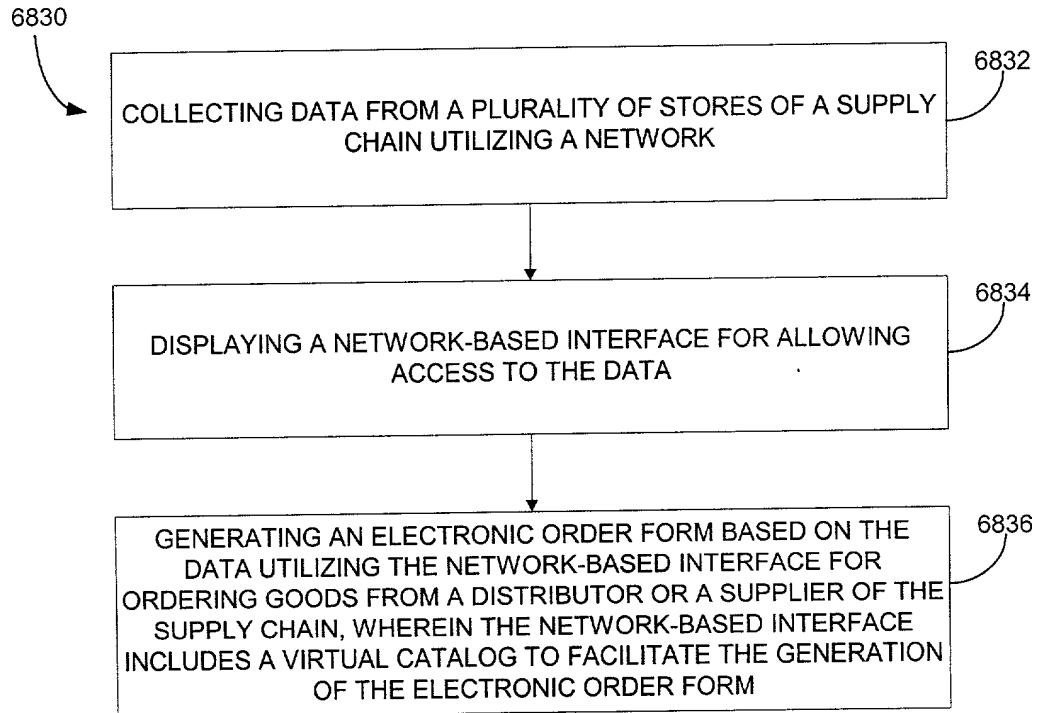
**FIG. 65**



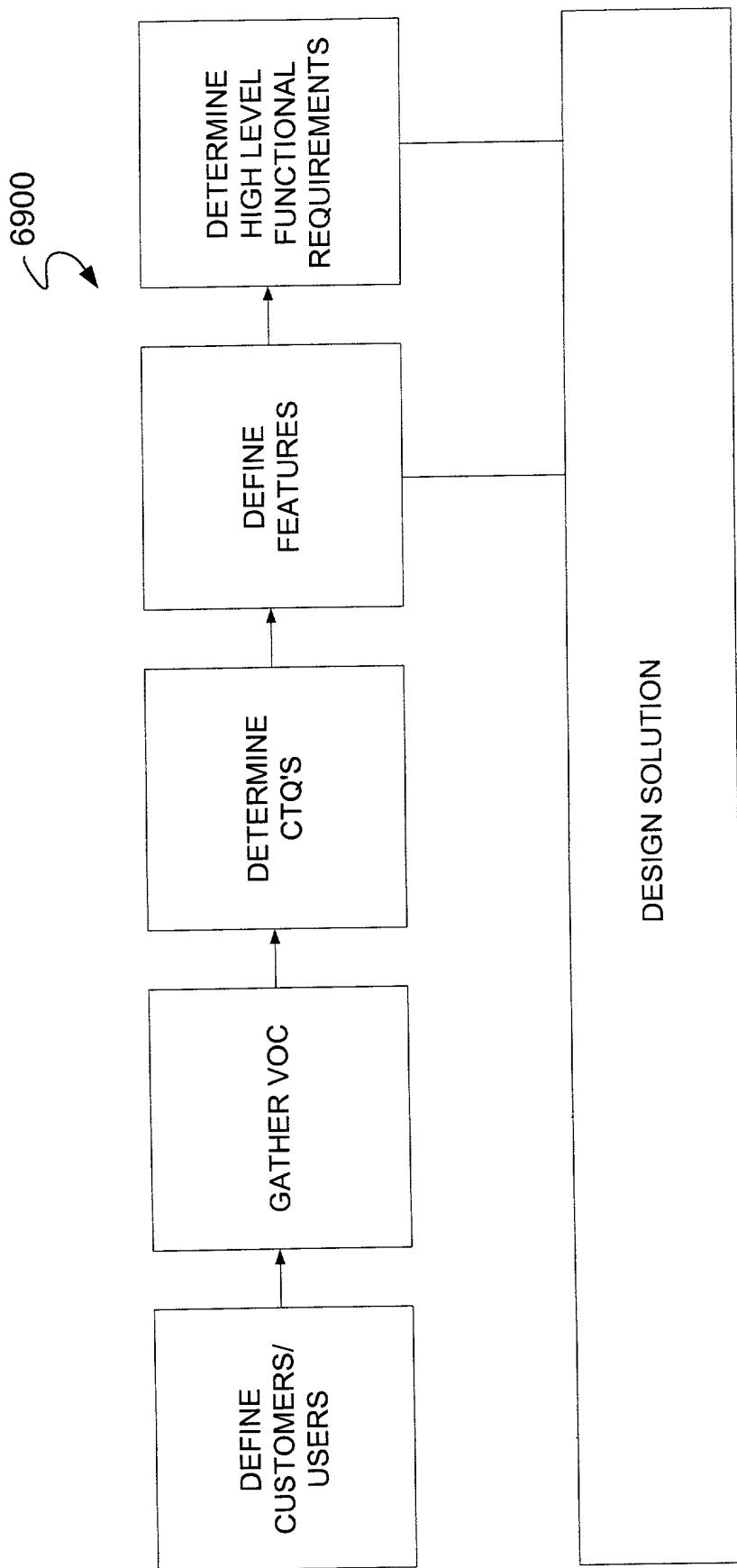
**FIG. 66**



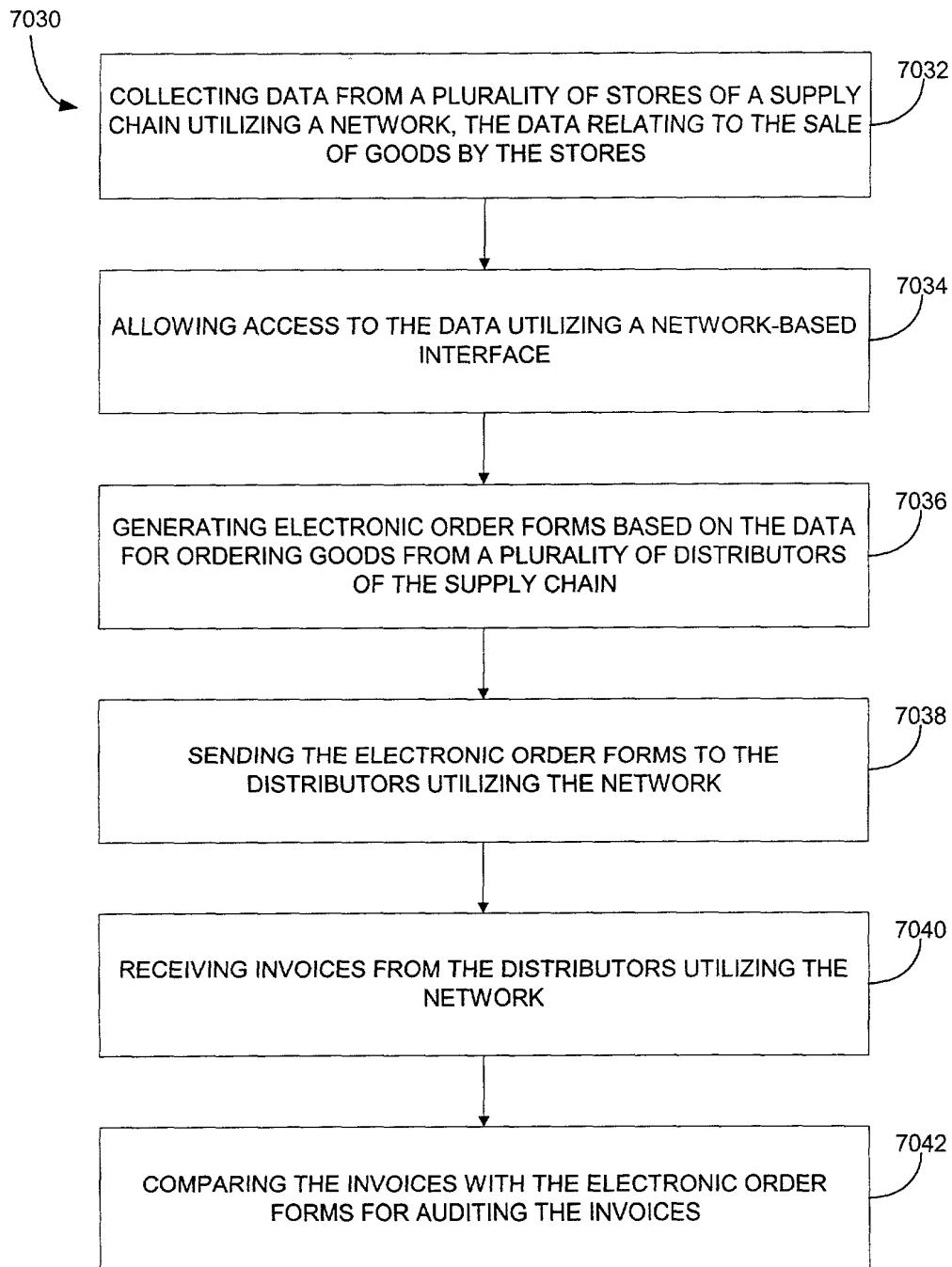
**FIG. 67**



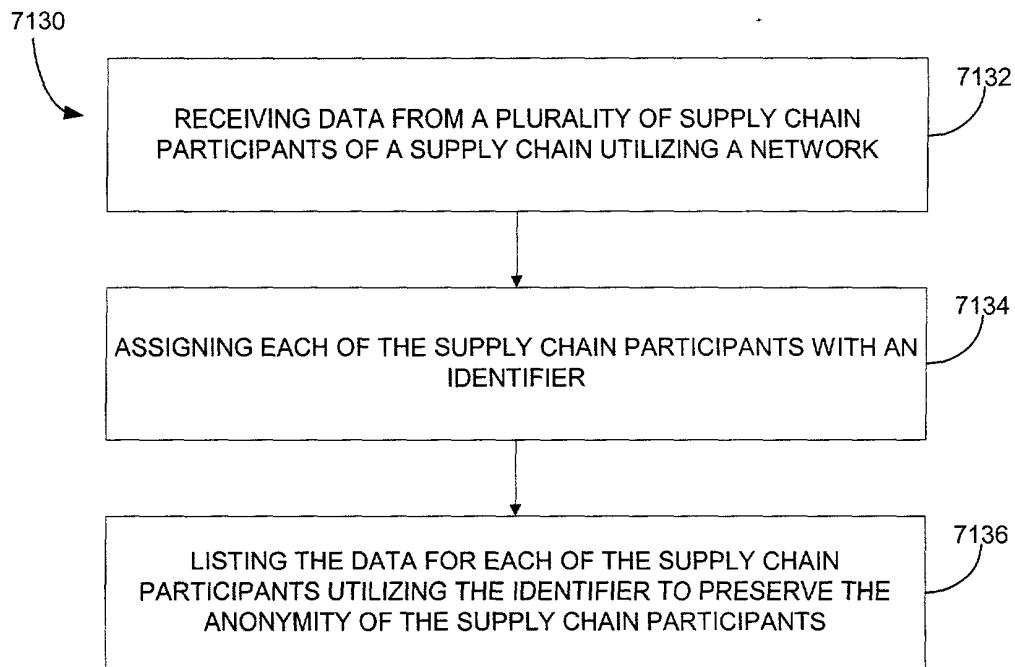
**FIG. 68**



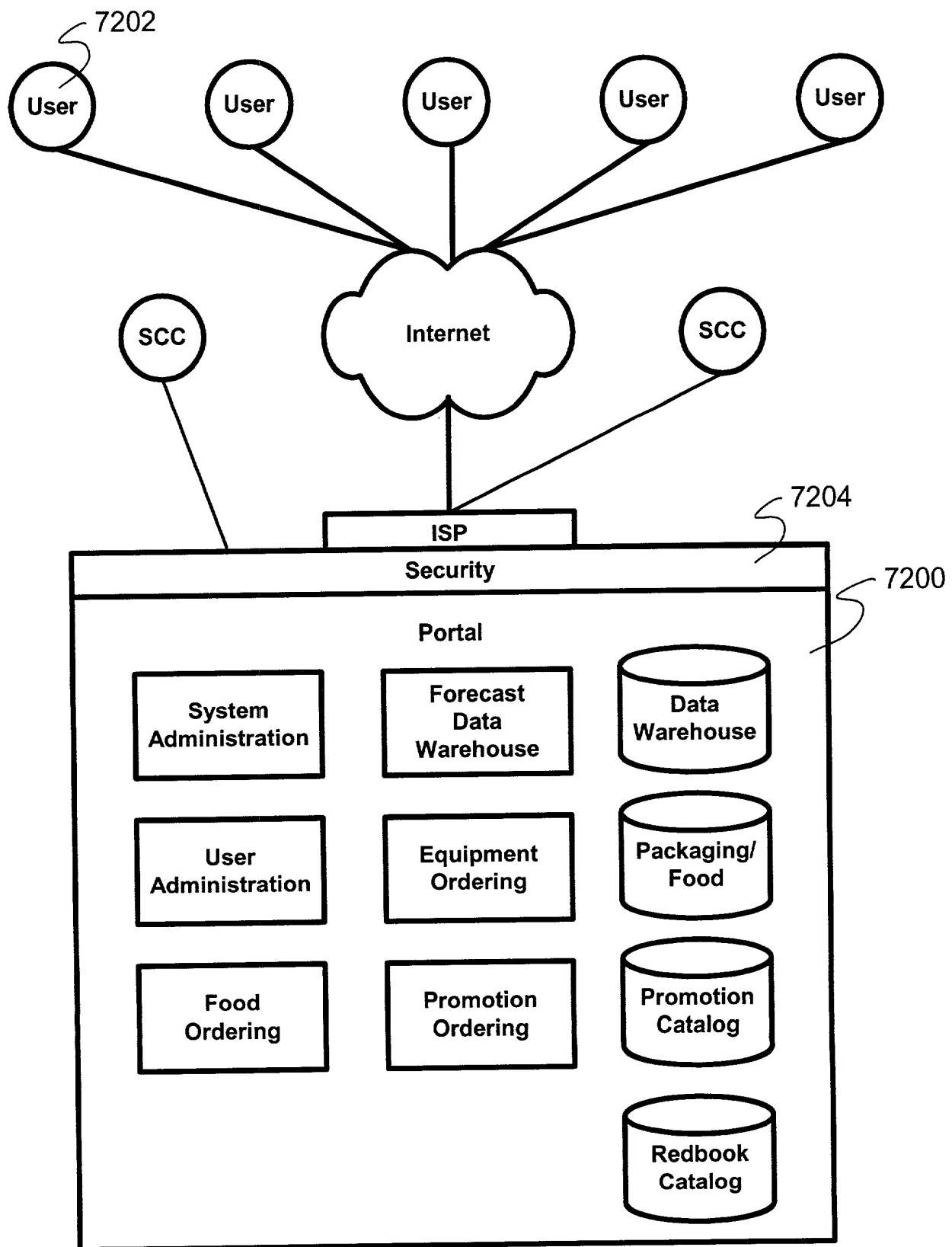
**FIG. 69**



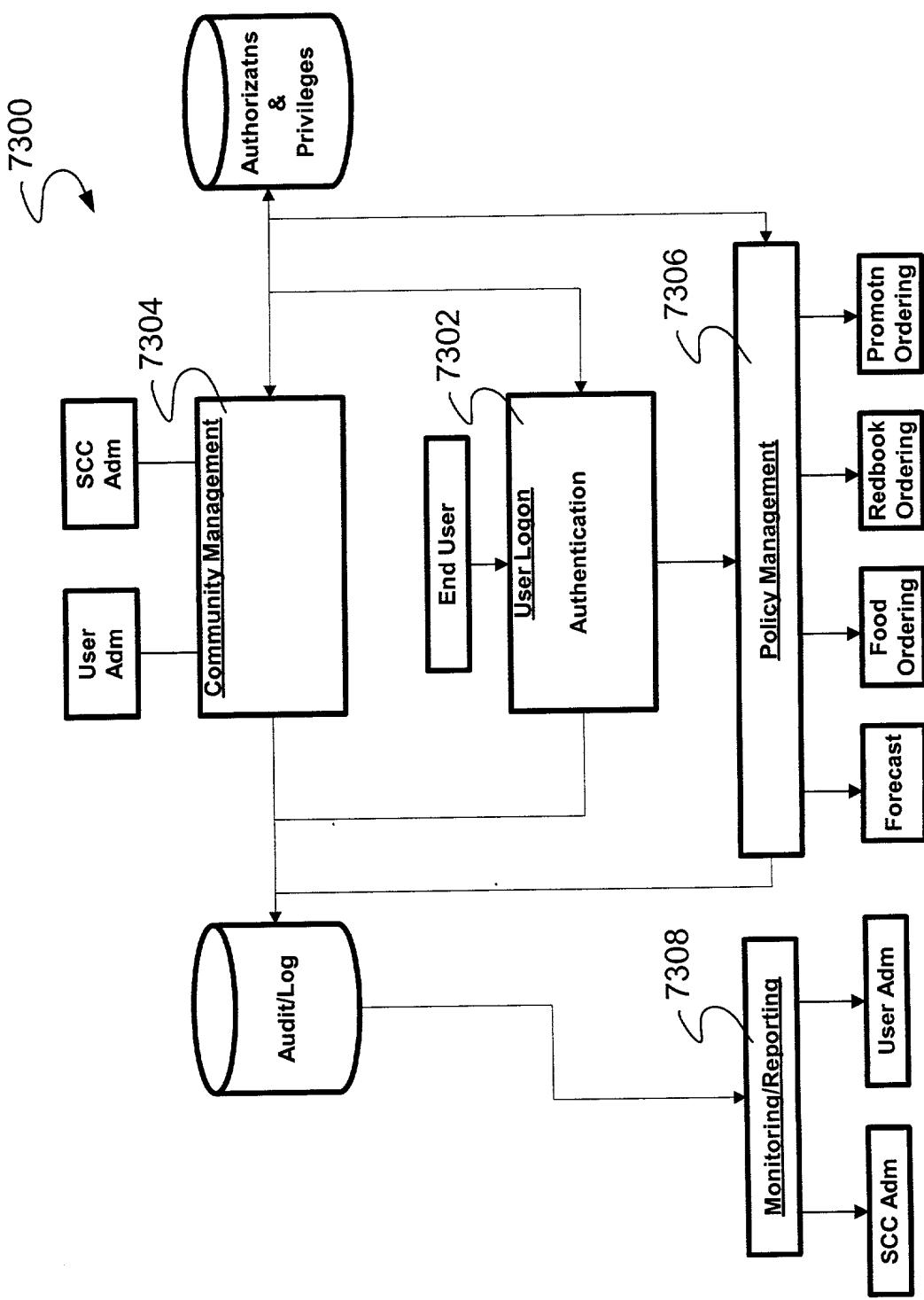
**FIG. 70**



**FIG. 71**

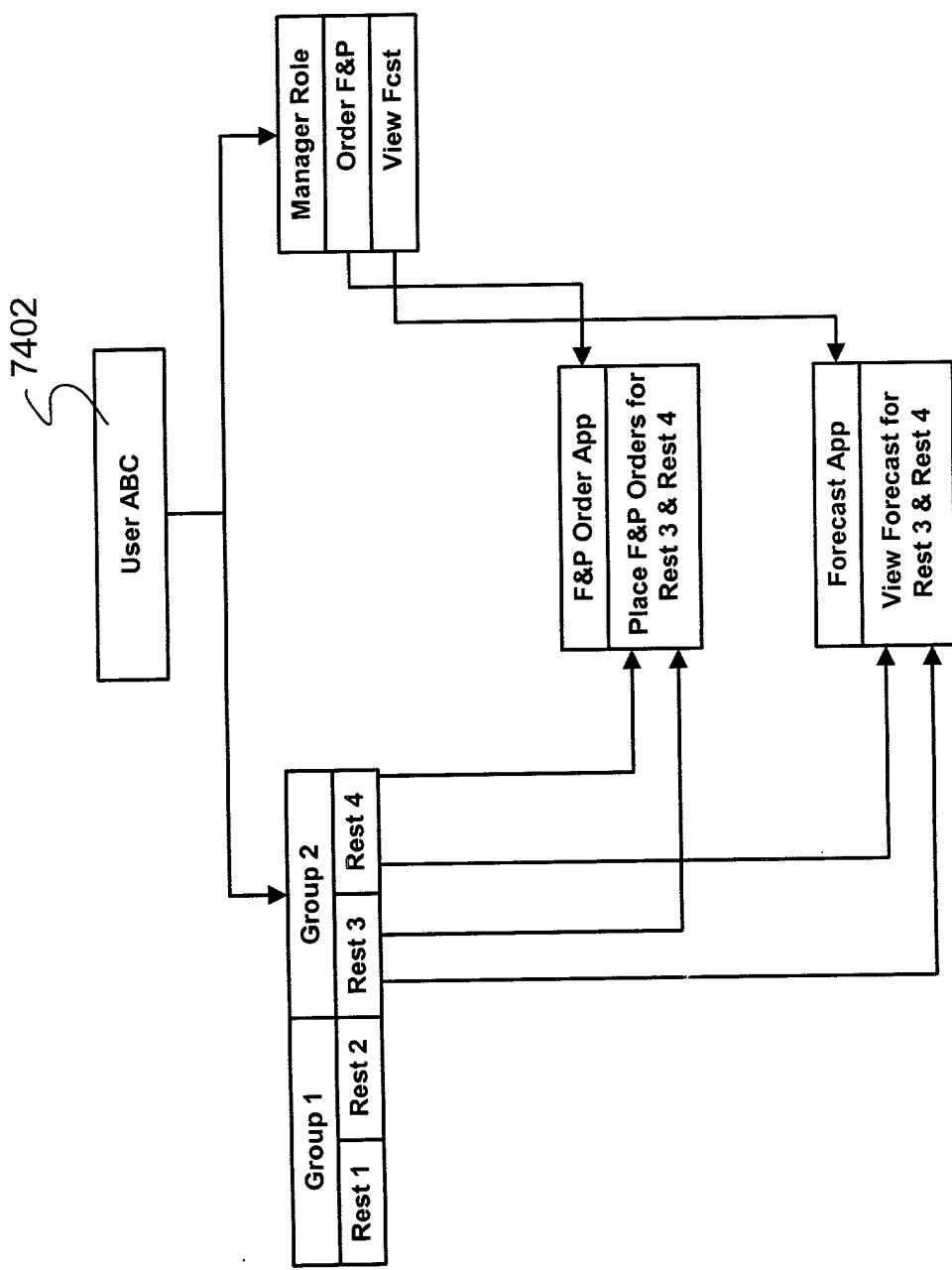


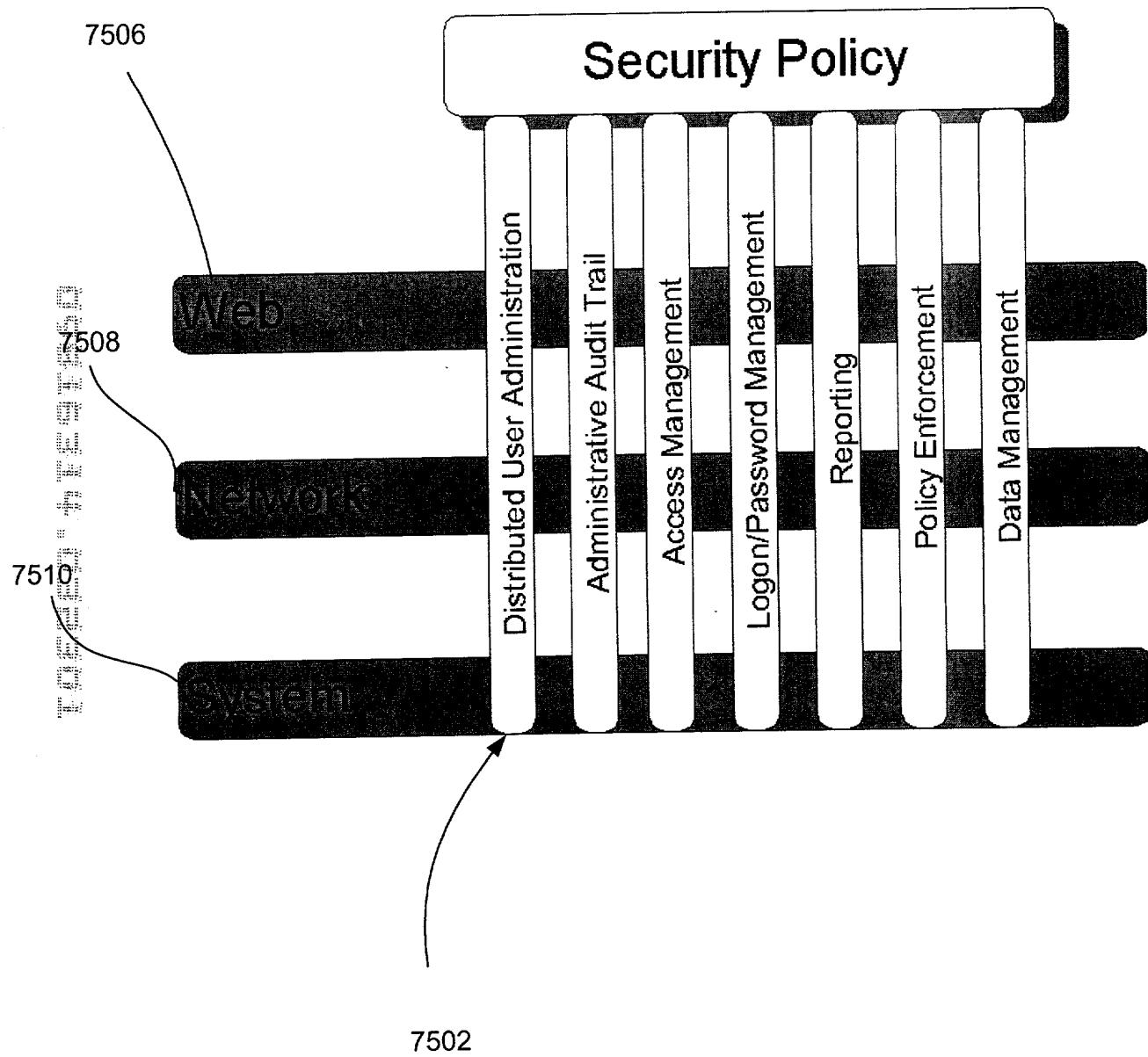
**FIG. 72**



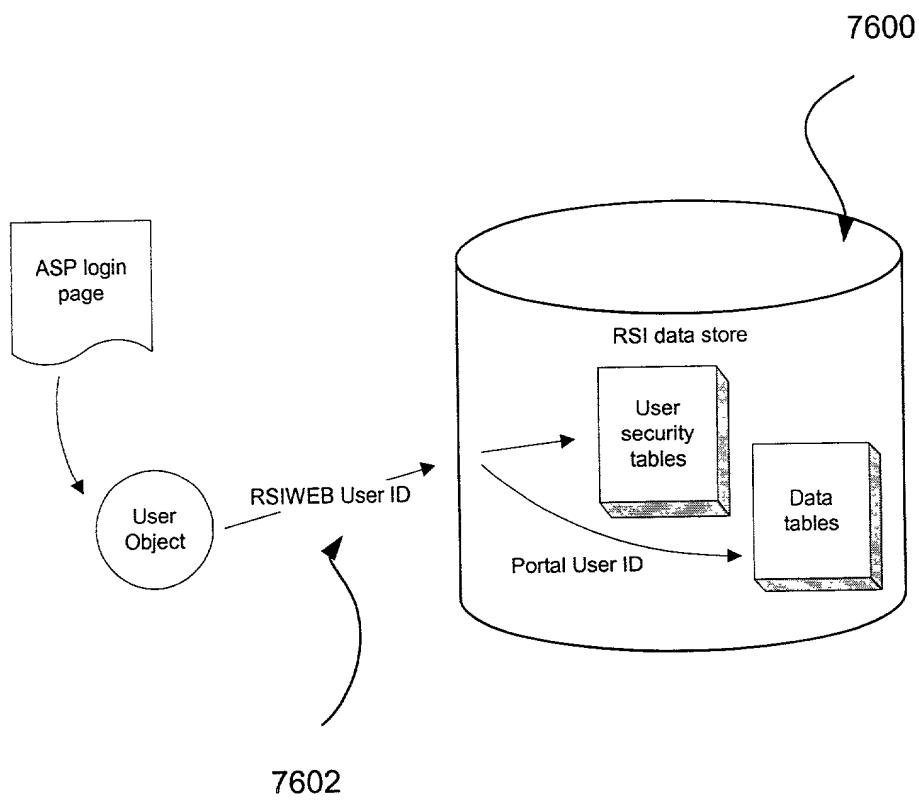
**FIG. 73**

**FIG. 74**





**Fig. 75**



**Fig. 76**

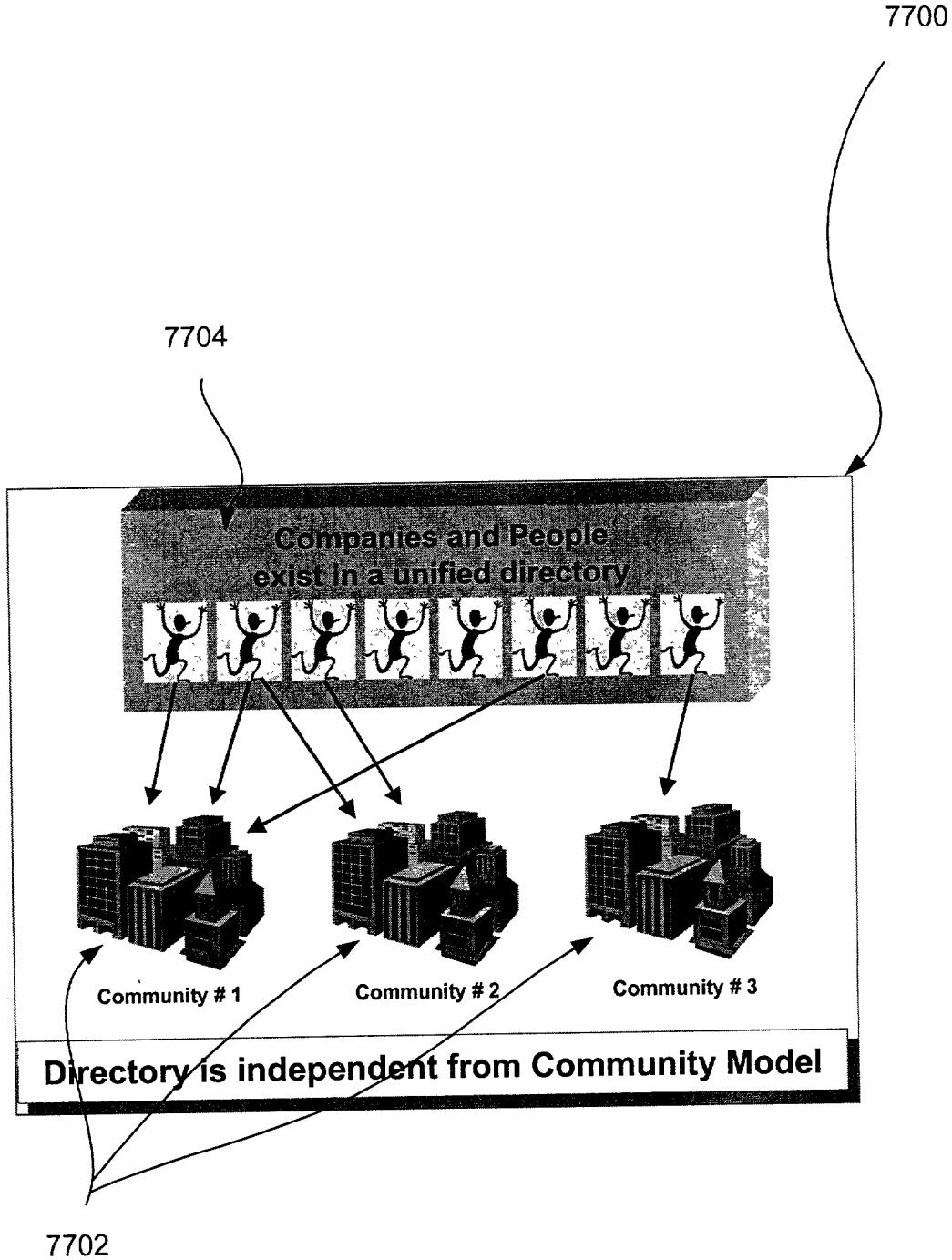
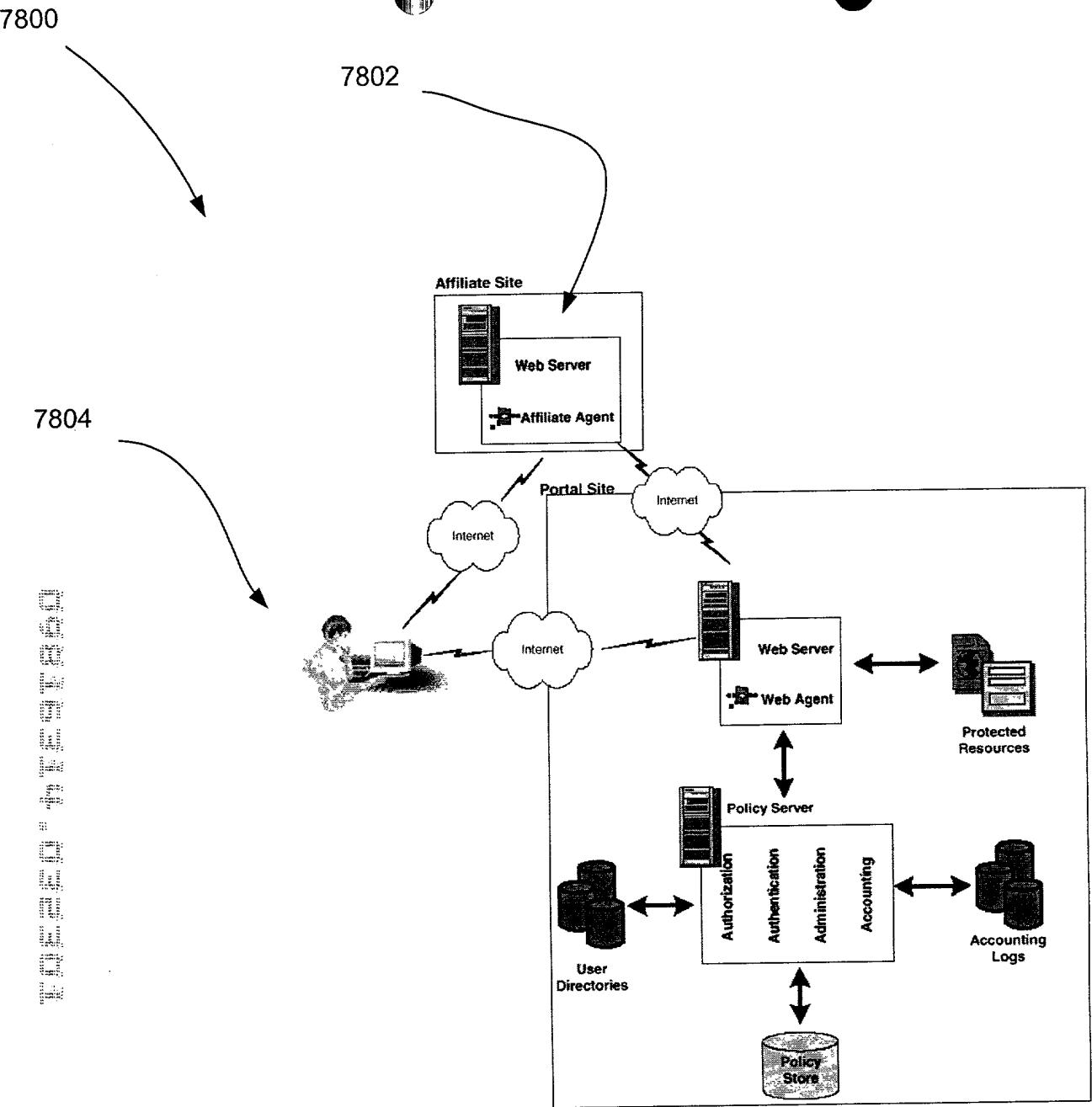


Fig. 77



**Fig. 78**

7900

7902

### Policy-Based Web Security Model

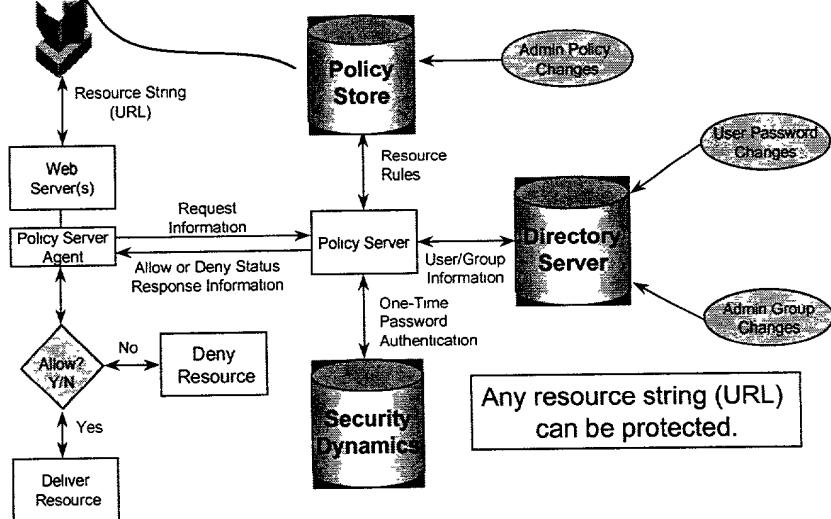
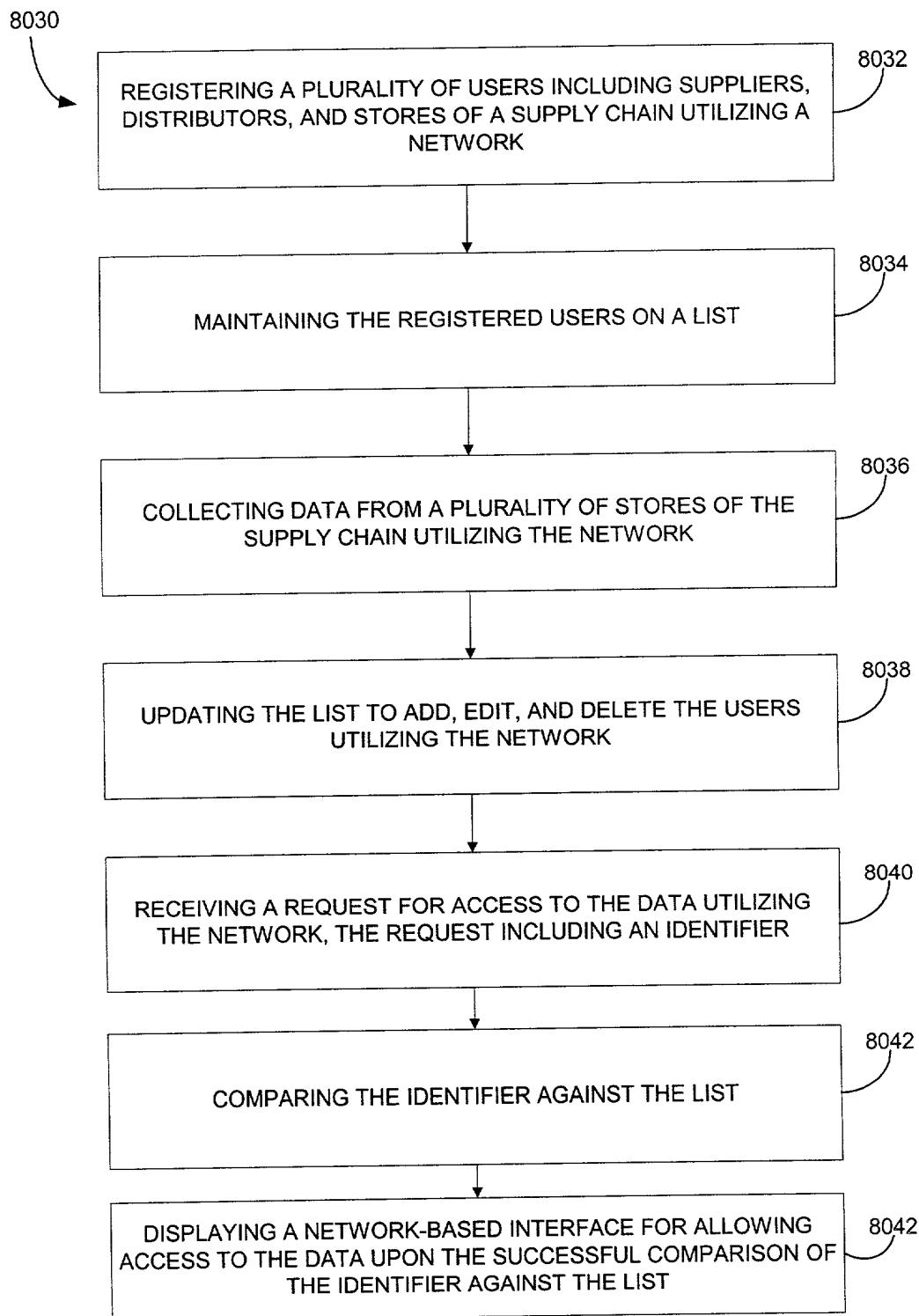
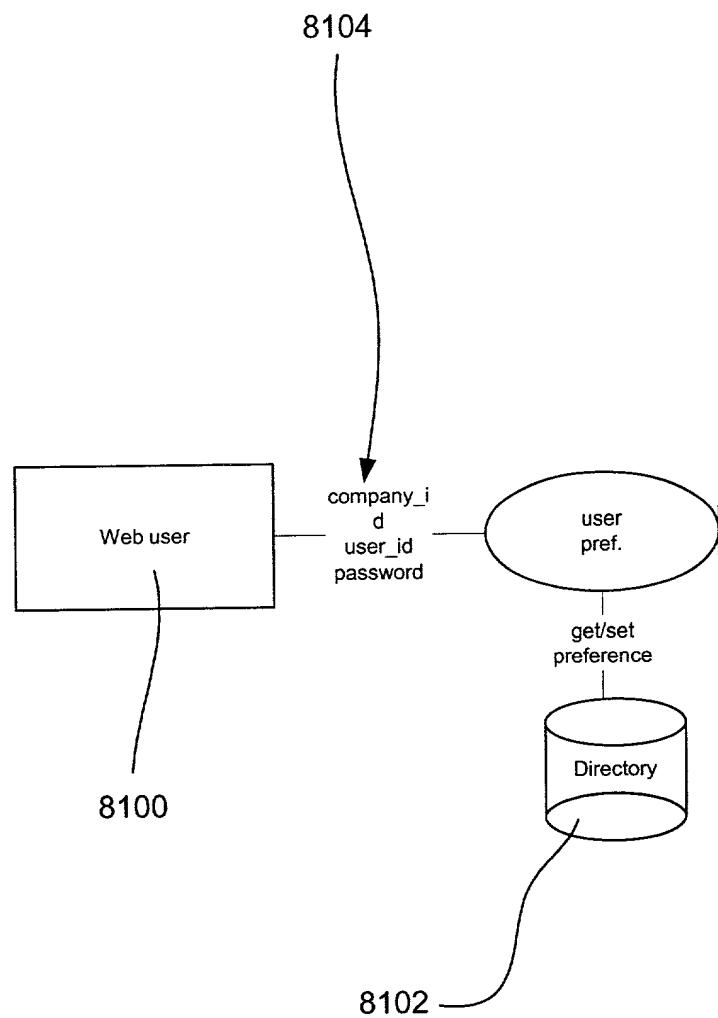


Fig. 79

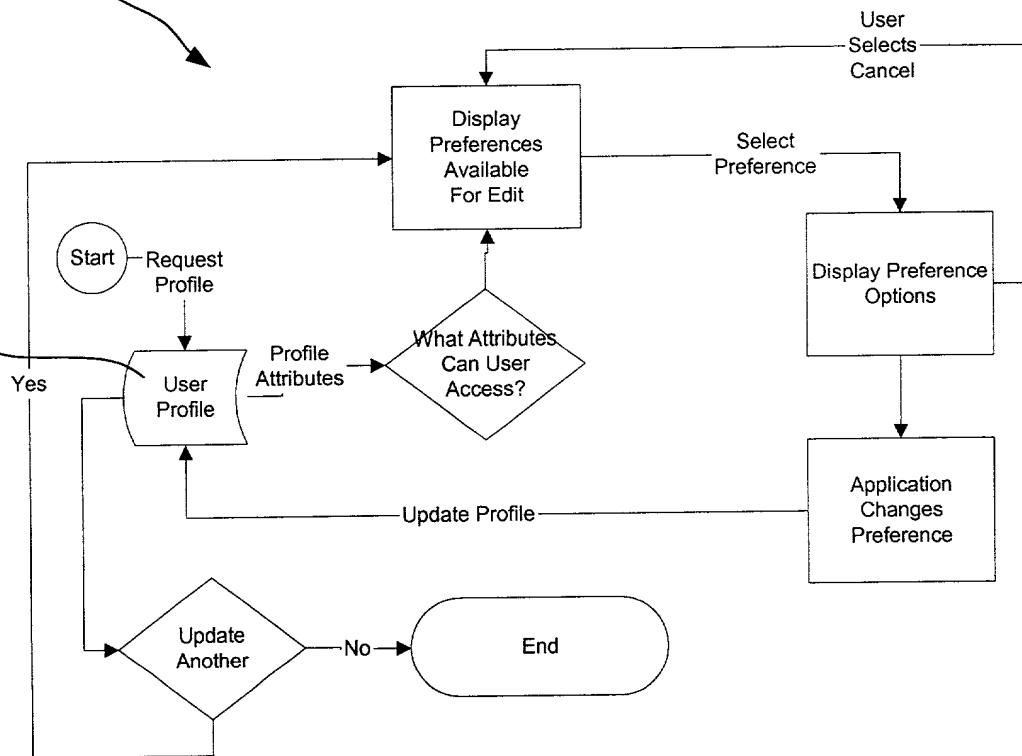


**FIG. 80**



**Fig. 81**

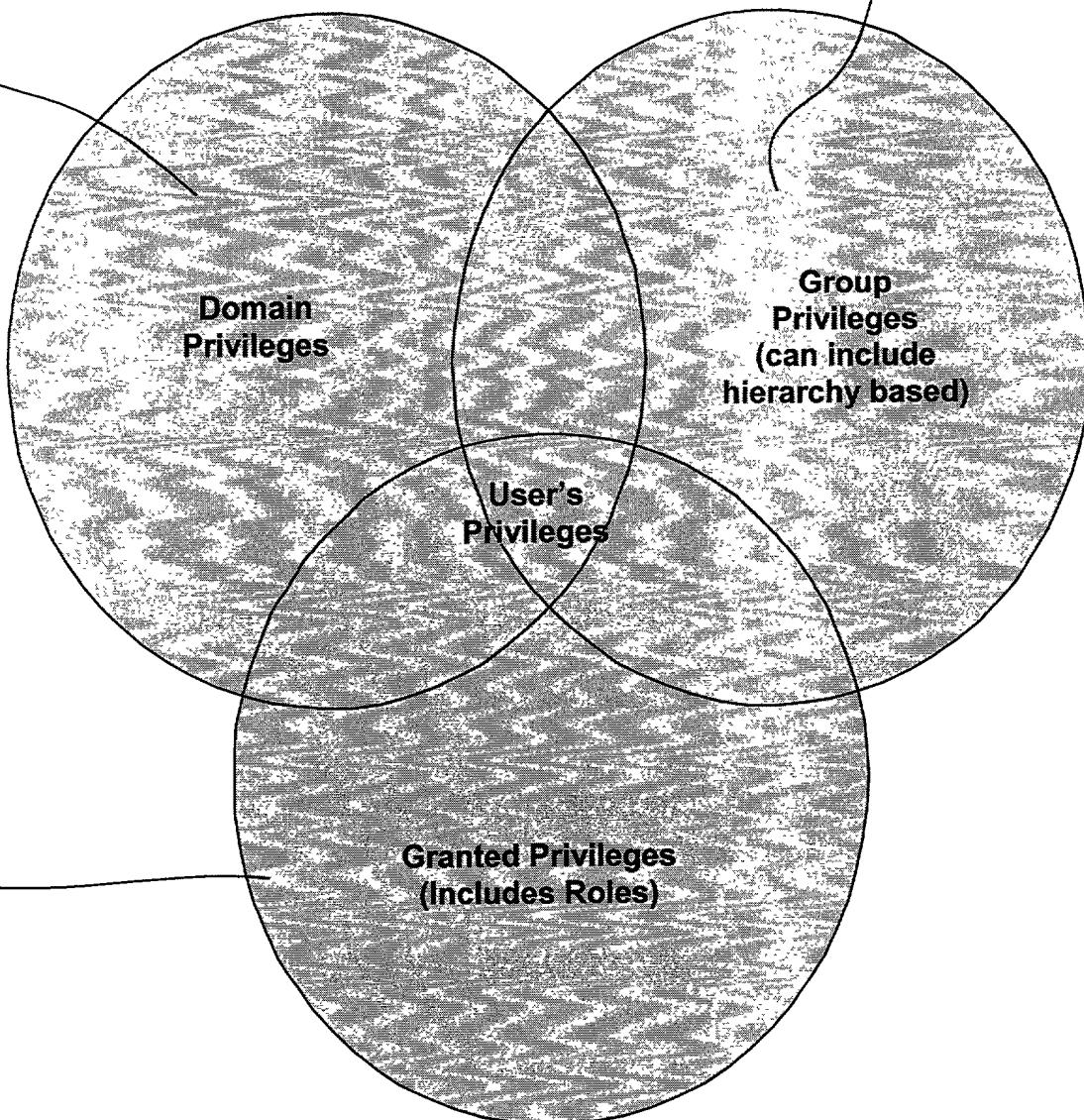
8200



**Fig. 82**

8304

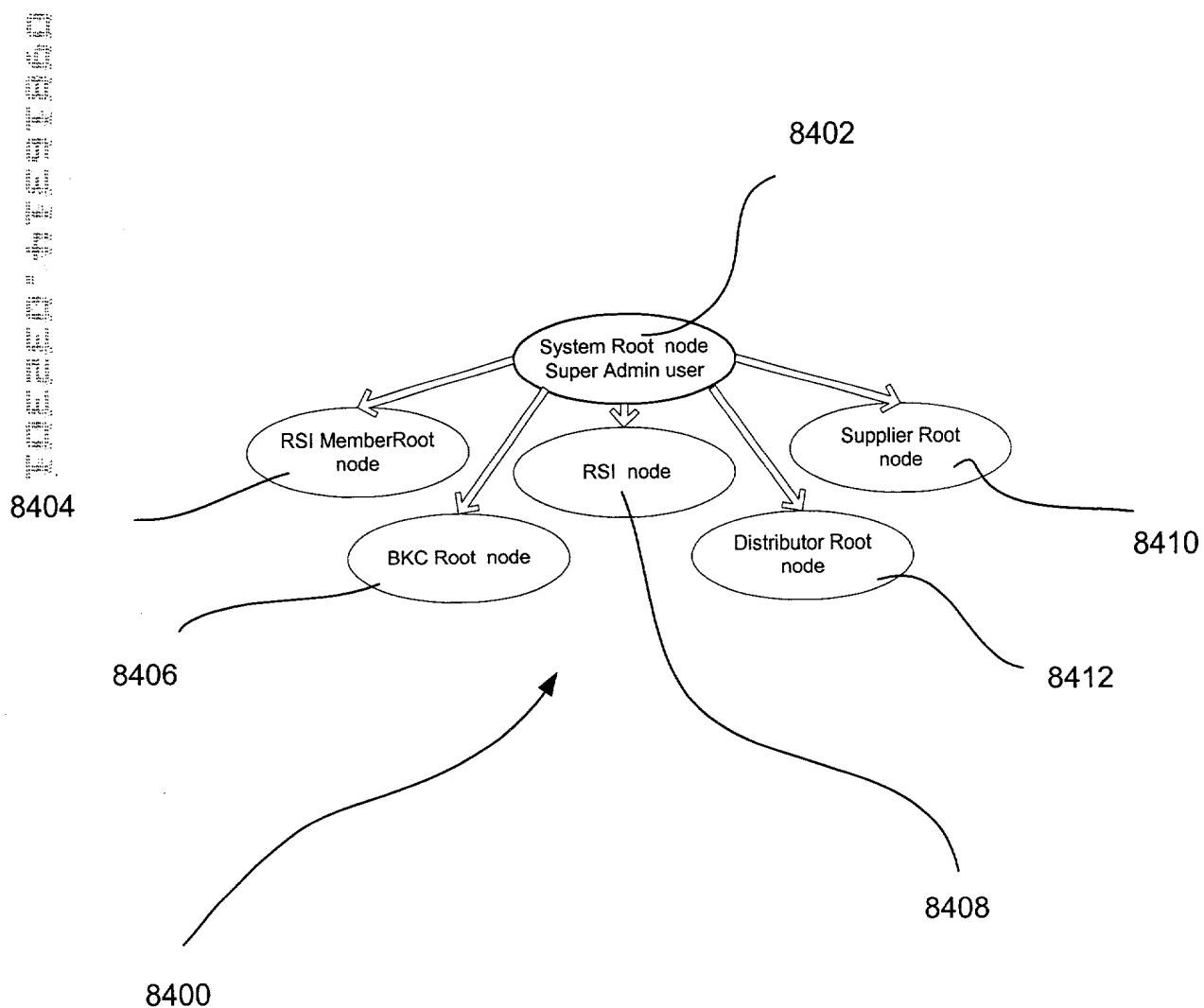
8302



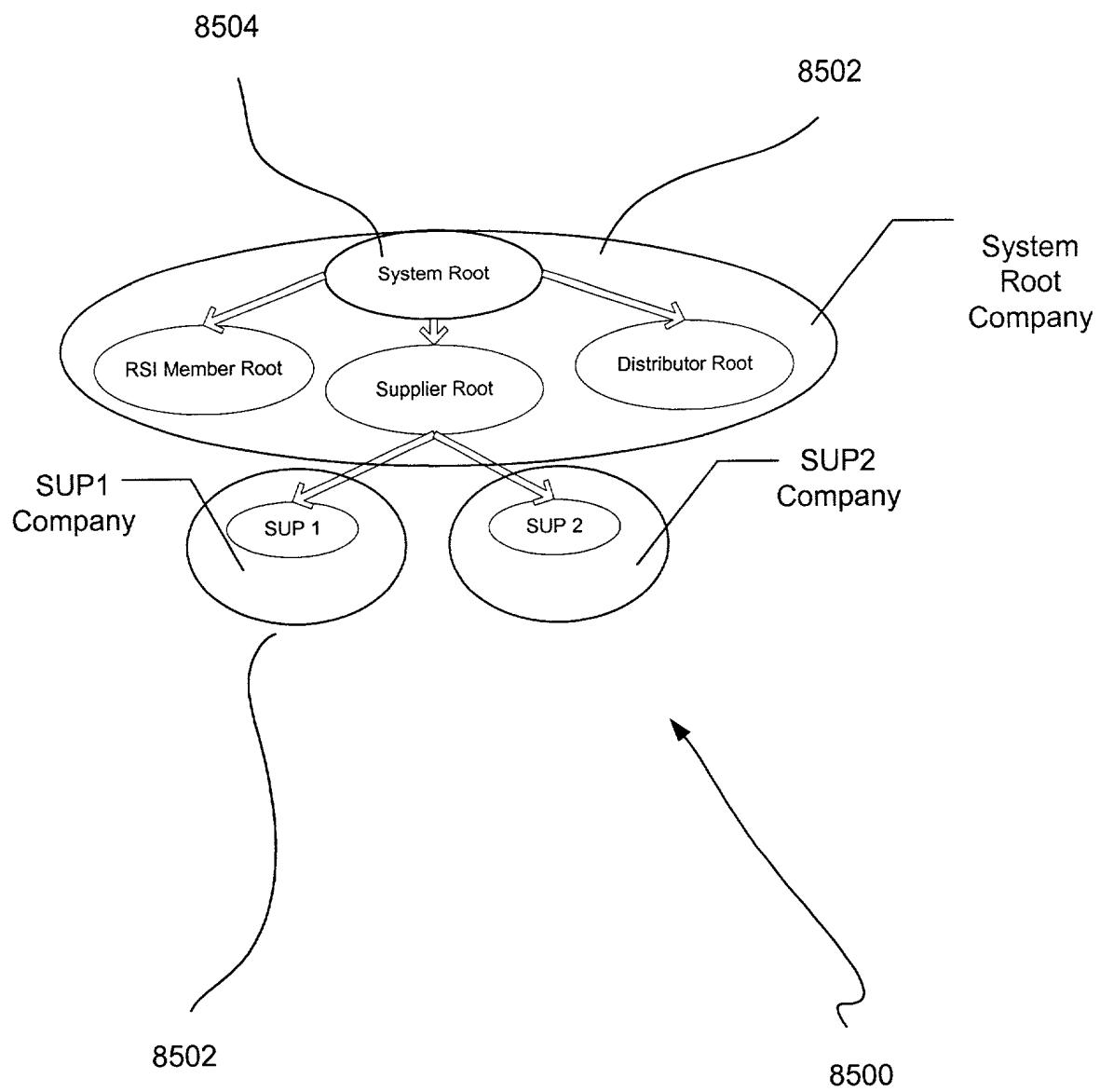
8305  
8306

8300

**Fig. 83**



**Fig. 84**



**Fig. 85**

8600

8602

System  
Root  
Company

System Root

RSI Member Root

Supplier Root

Distributor Root

SUP1  
Company

SUP1  
Company

SUP 1

MIS01  
MIS11  
MIS12  
MIS13  
MIS21  
MIS22  
MIS23

MIS02  
MIS14

SUP 2

---- Directory Struture  
---- Relational Structure

**Fig. 86**

### Group Hierarchy Management: Data Flow

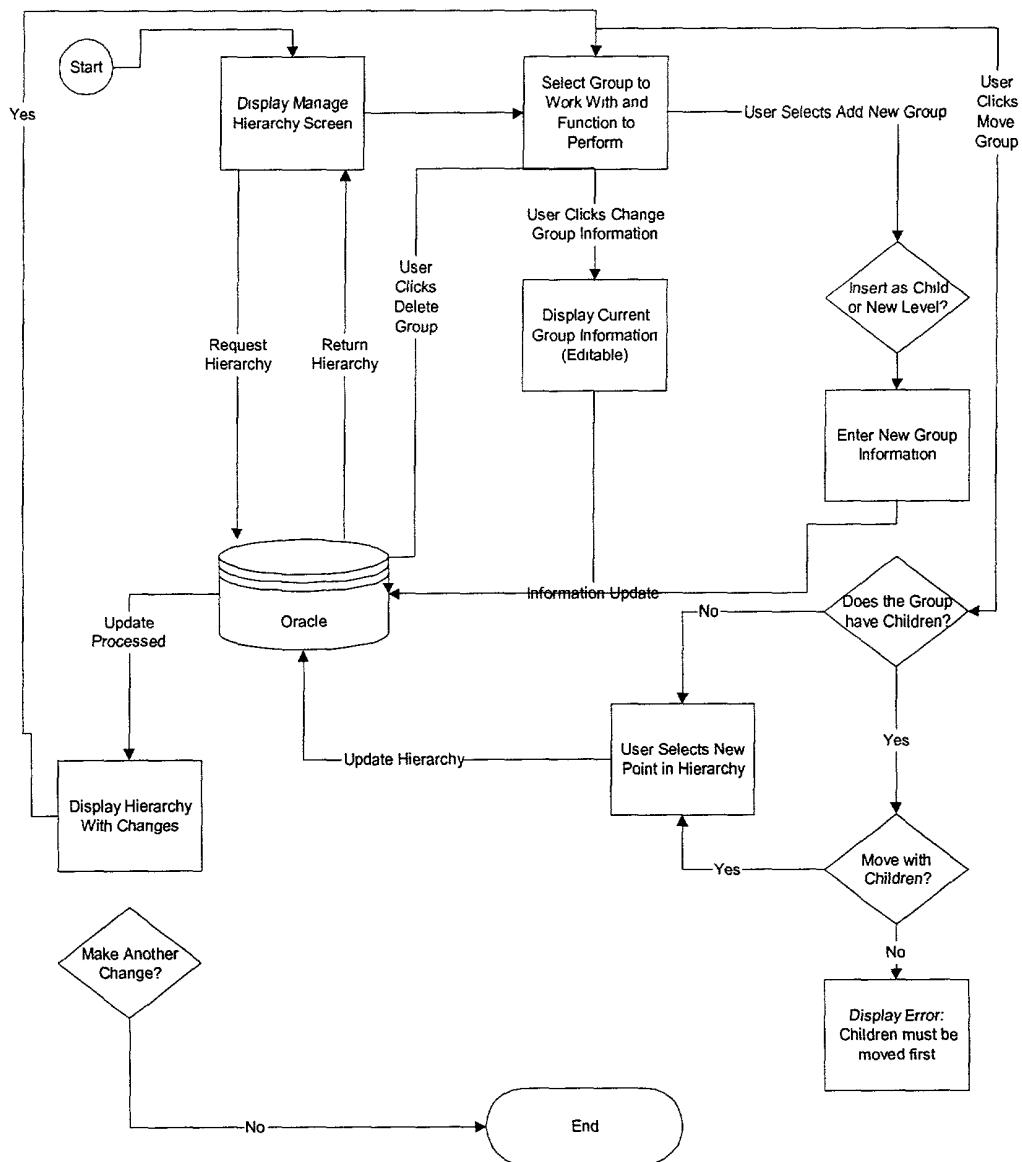
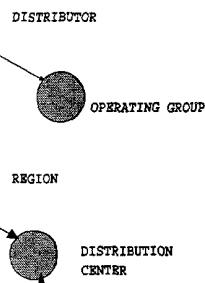
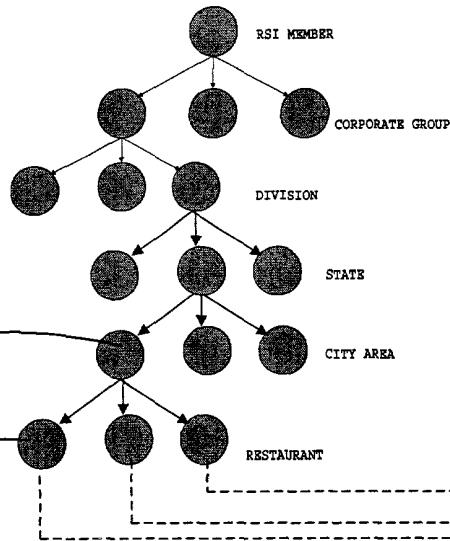


Fig. 87

8800



8804

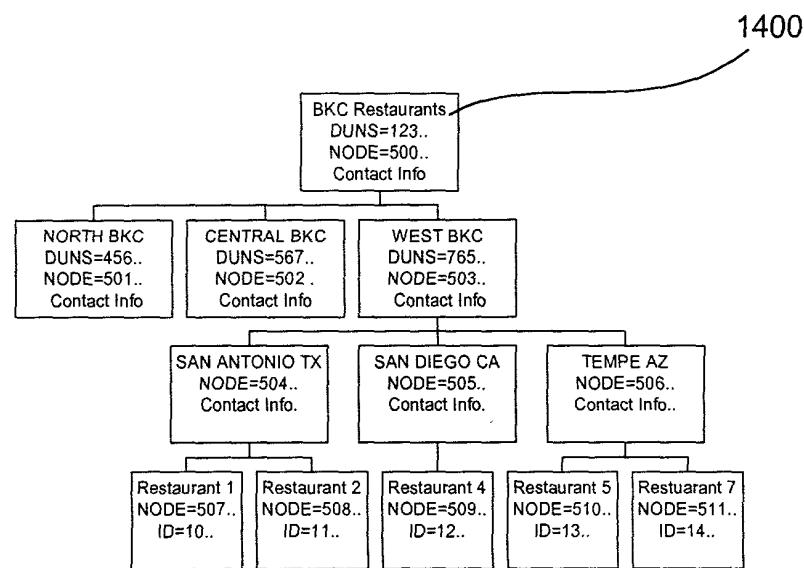


8802

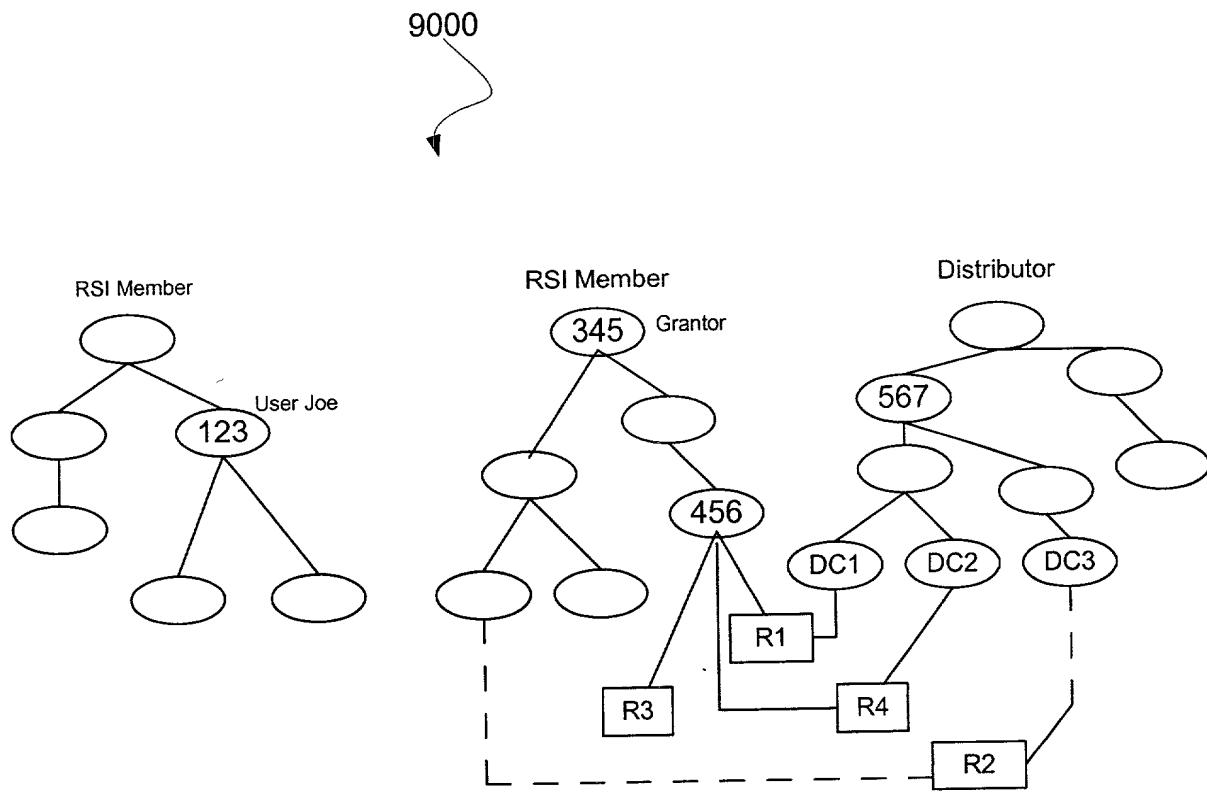
8800

**Fig. 88**

8902



**Fig. 89**



**FIG. 90**

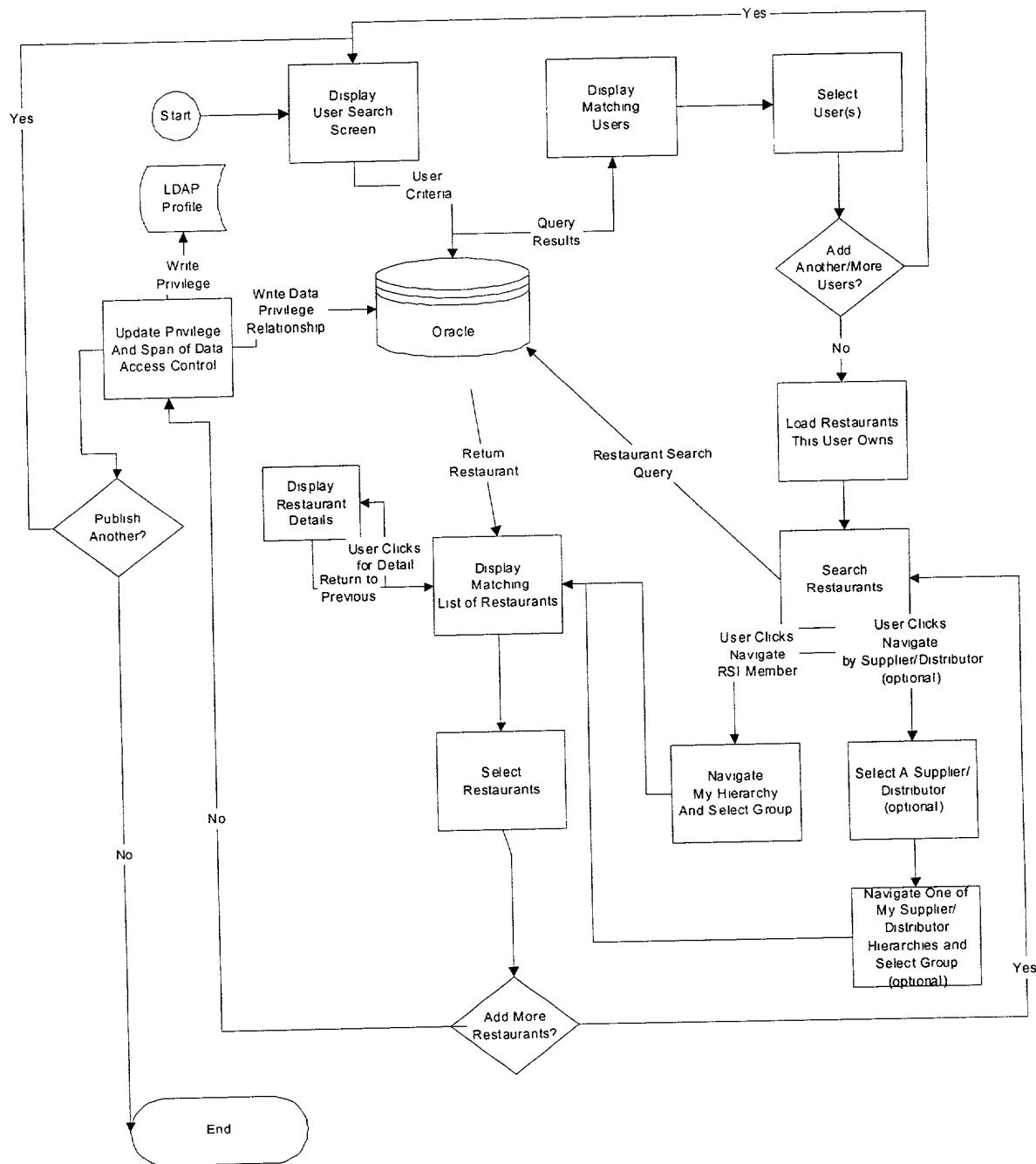
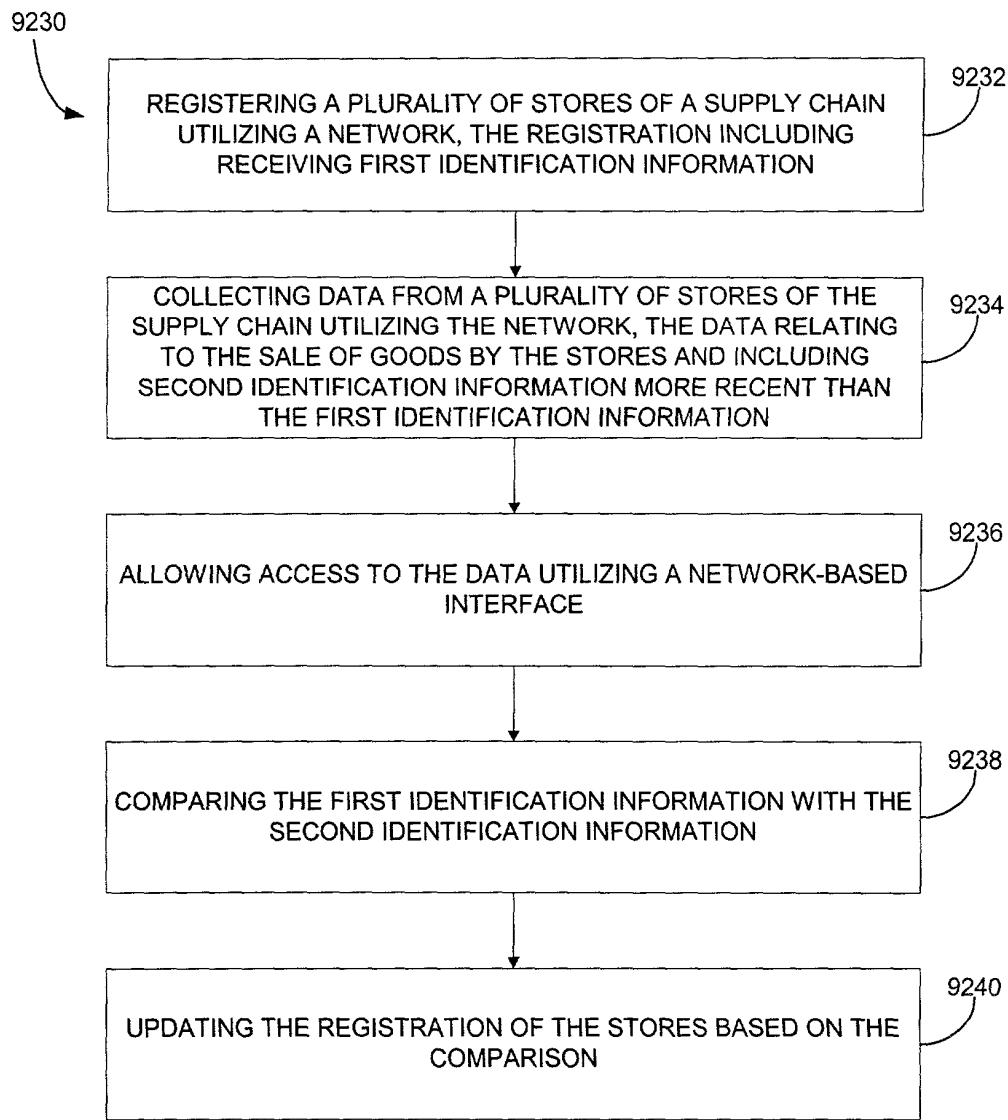
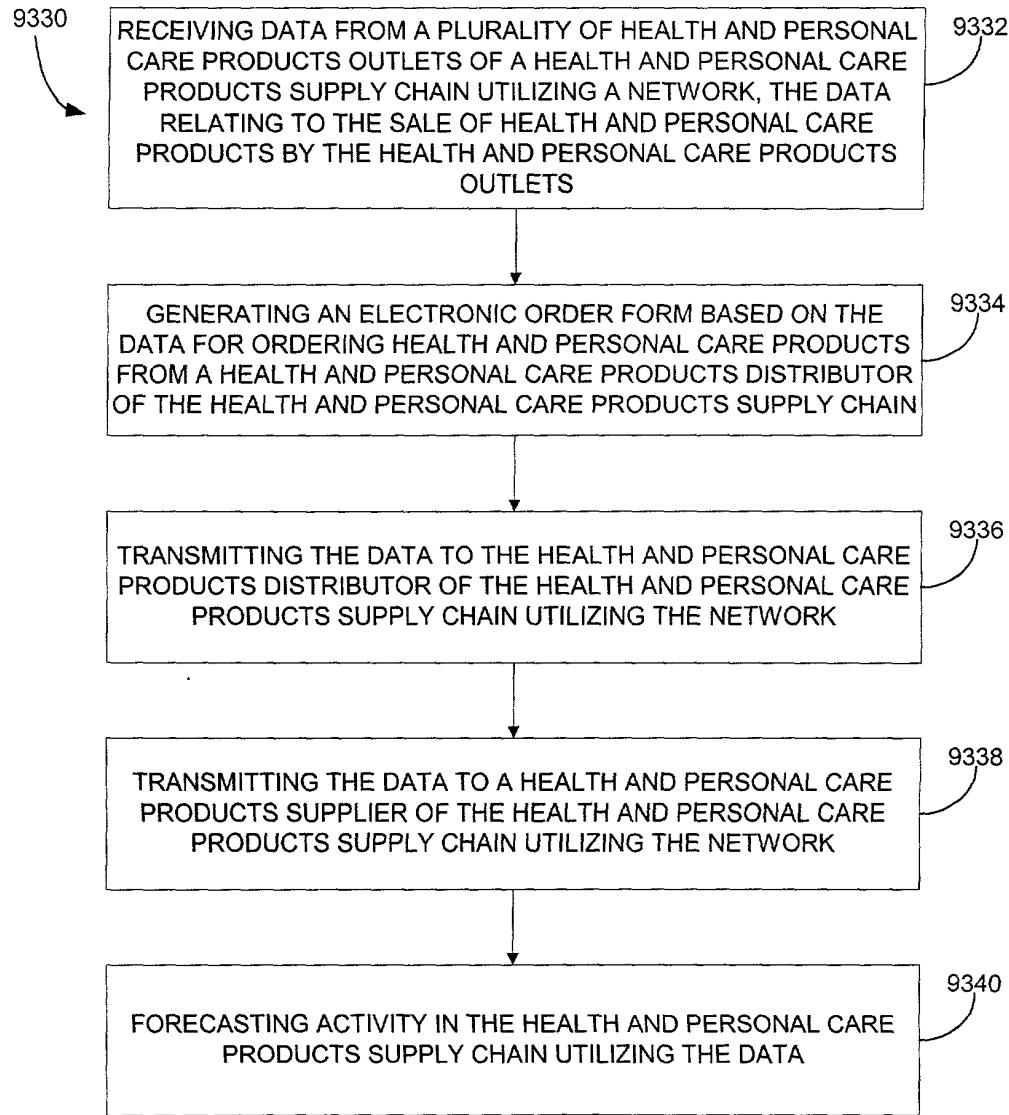


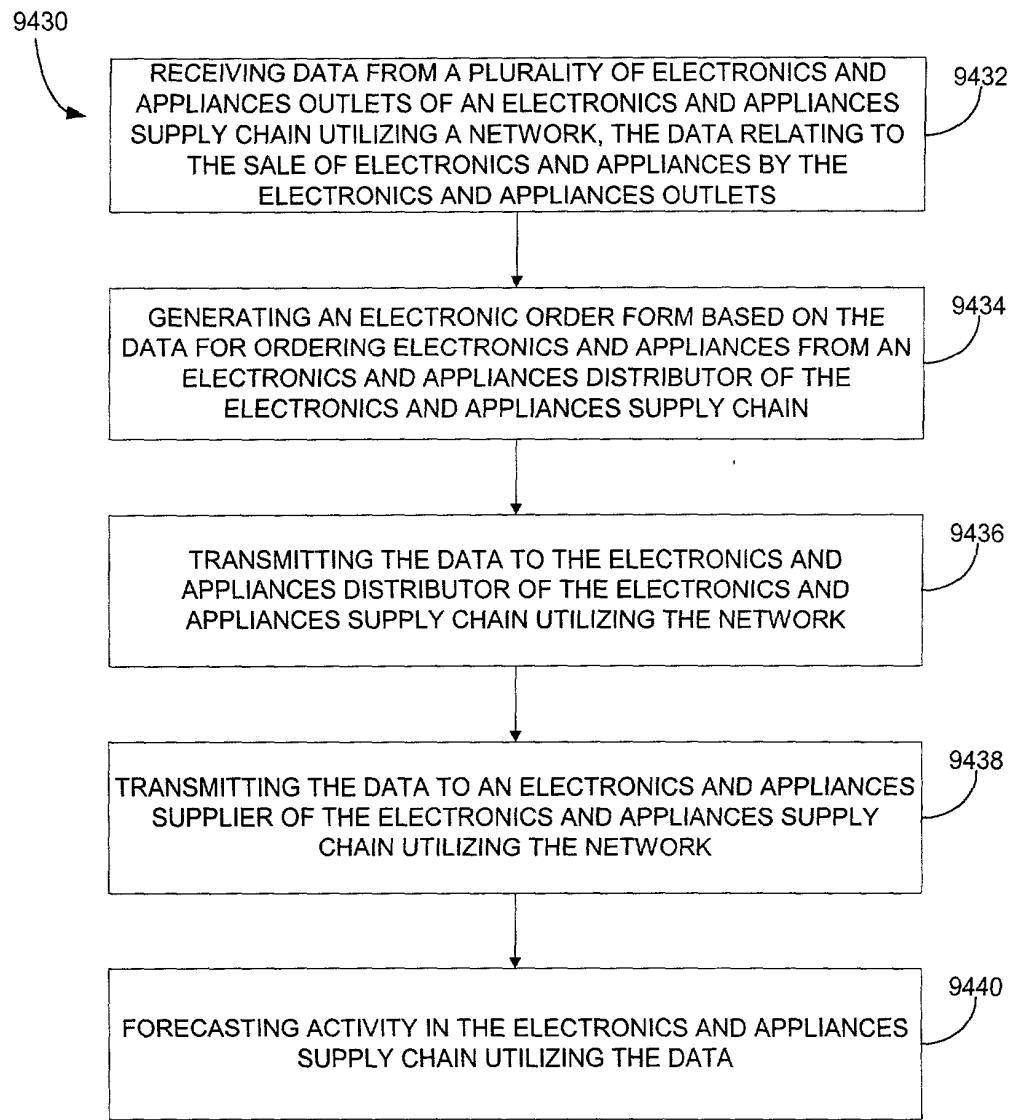
Fig. 91



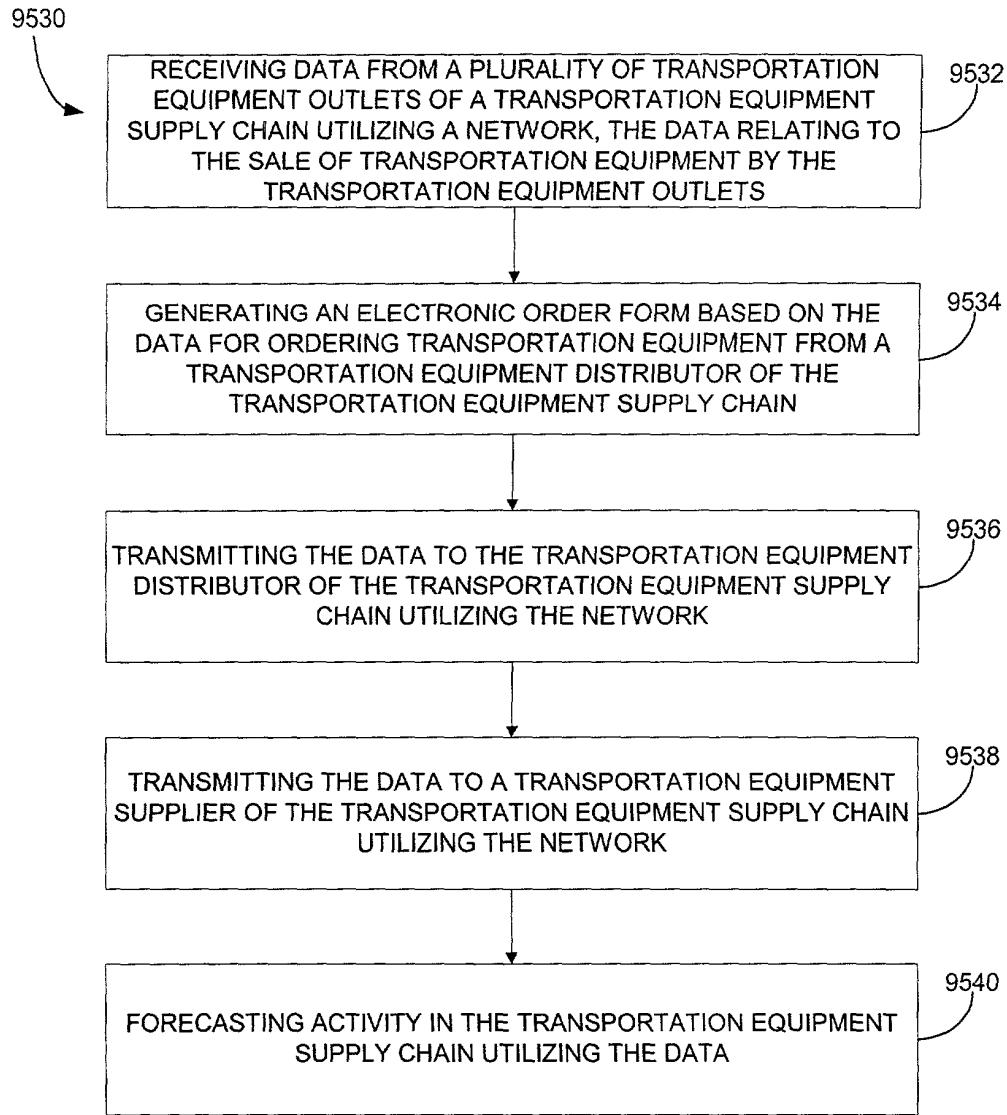
**FIG. 92**



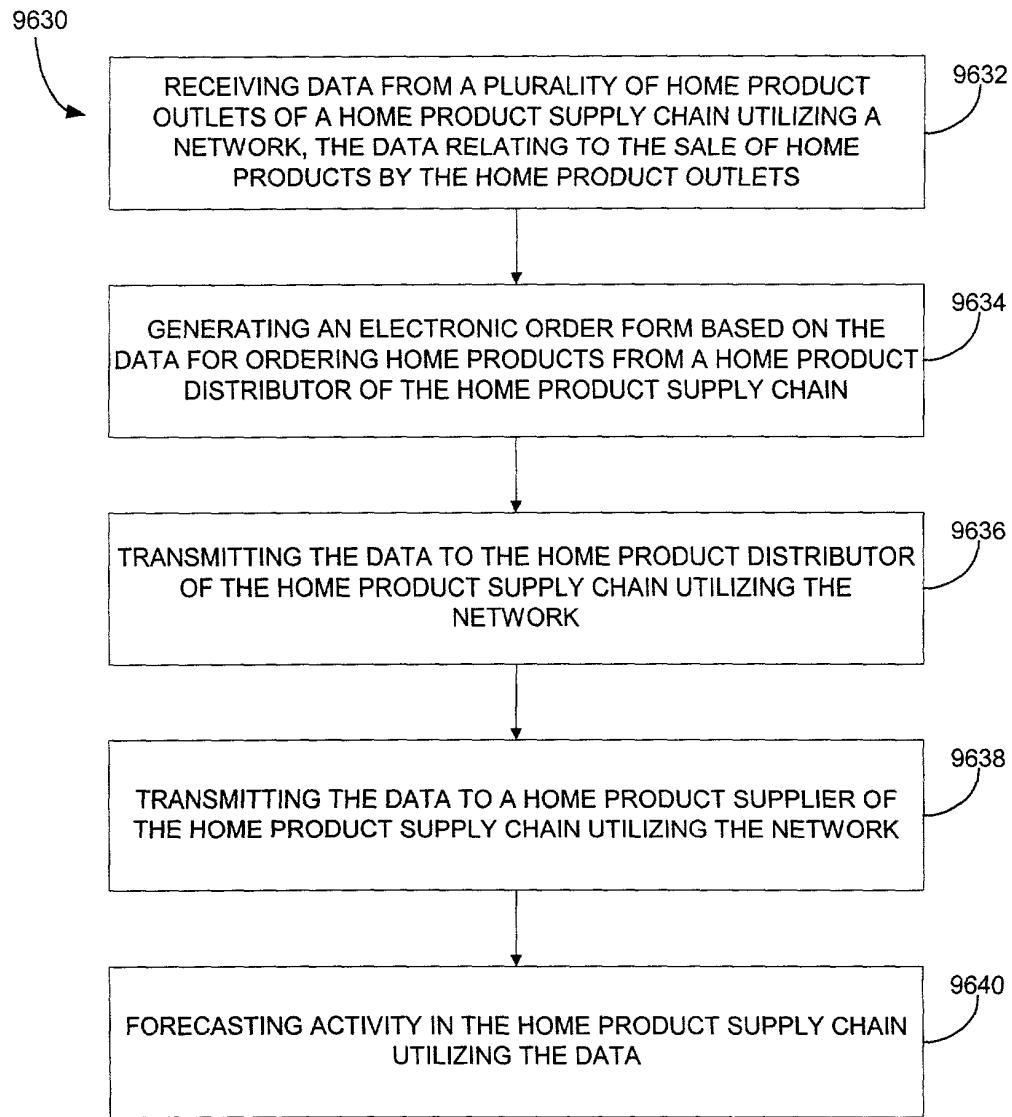
**FIG. 93**



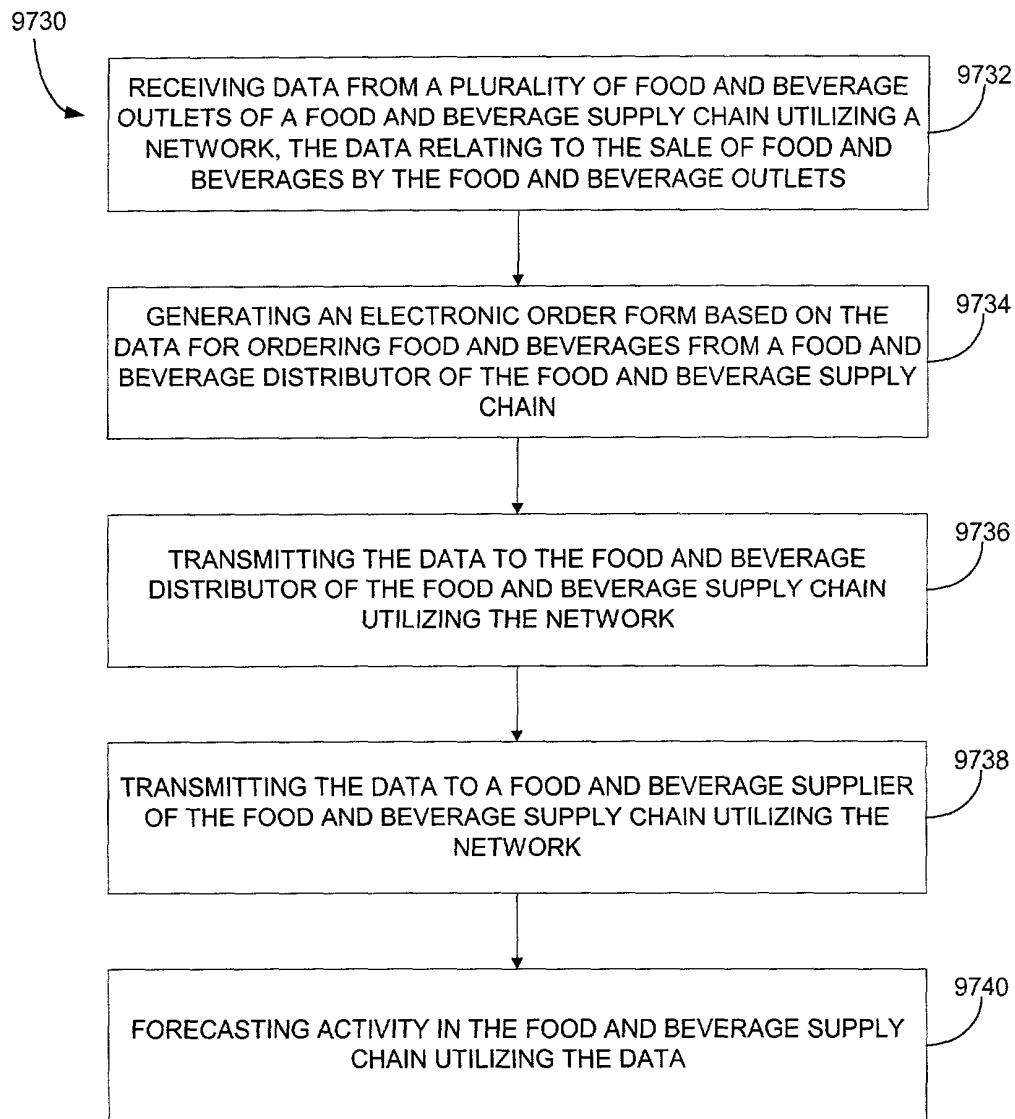
**FIG. 94**



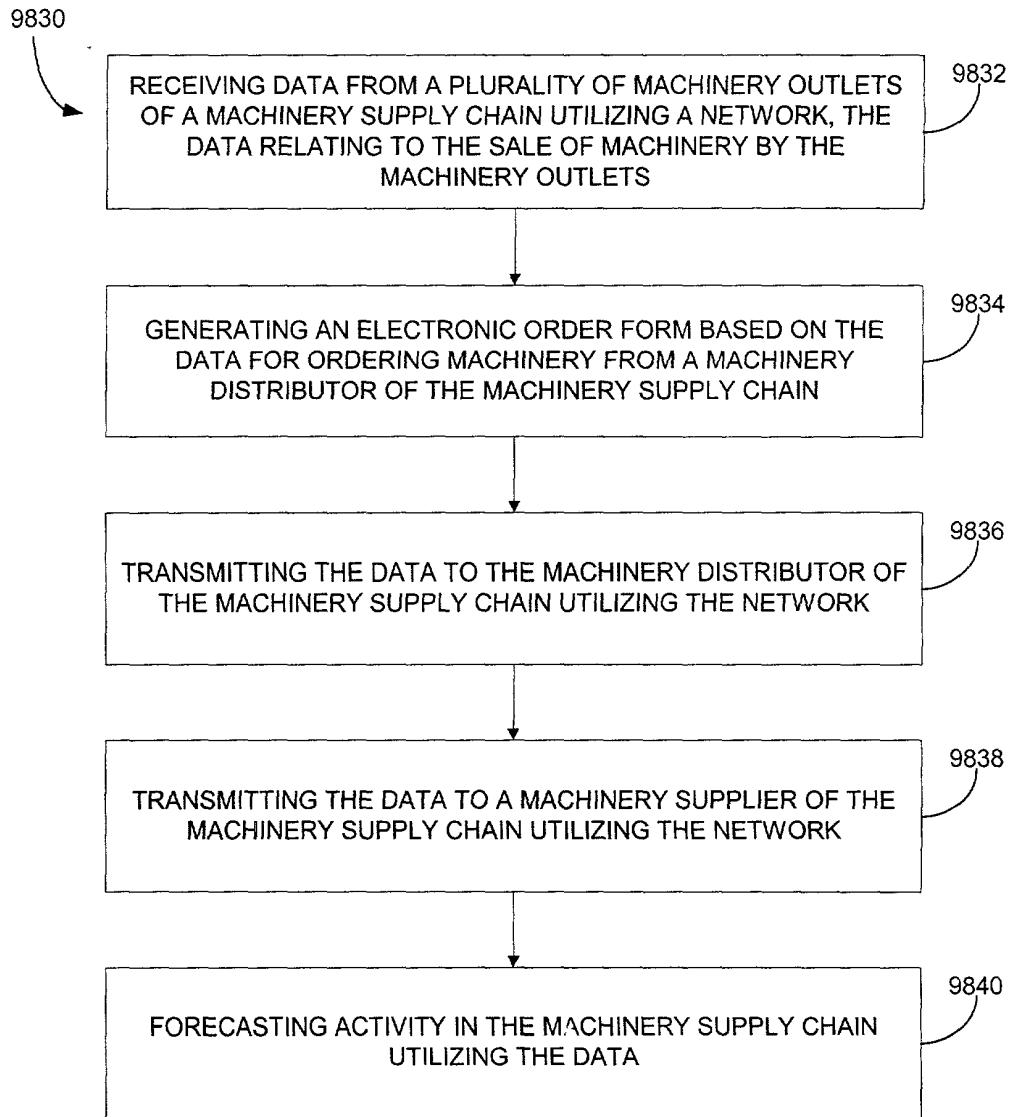
**FIG. 95**



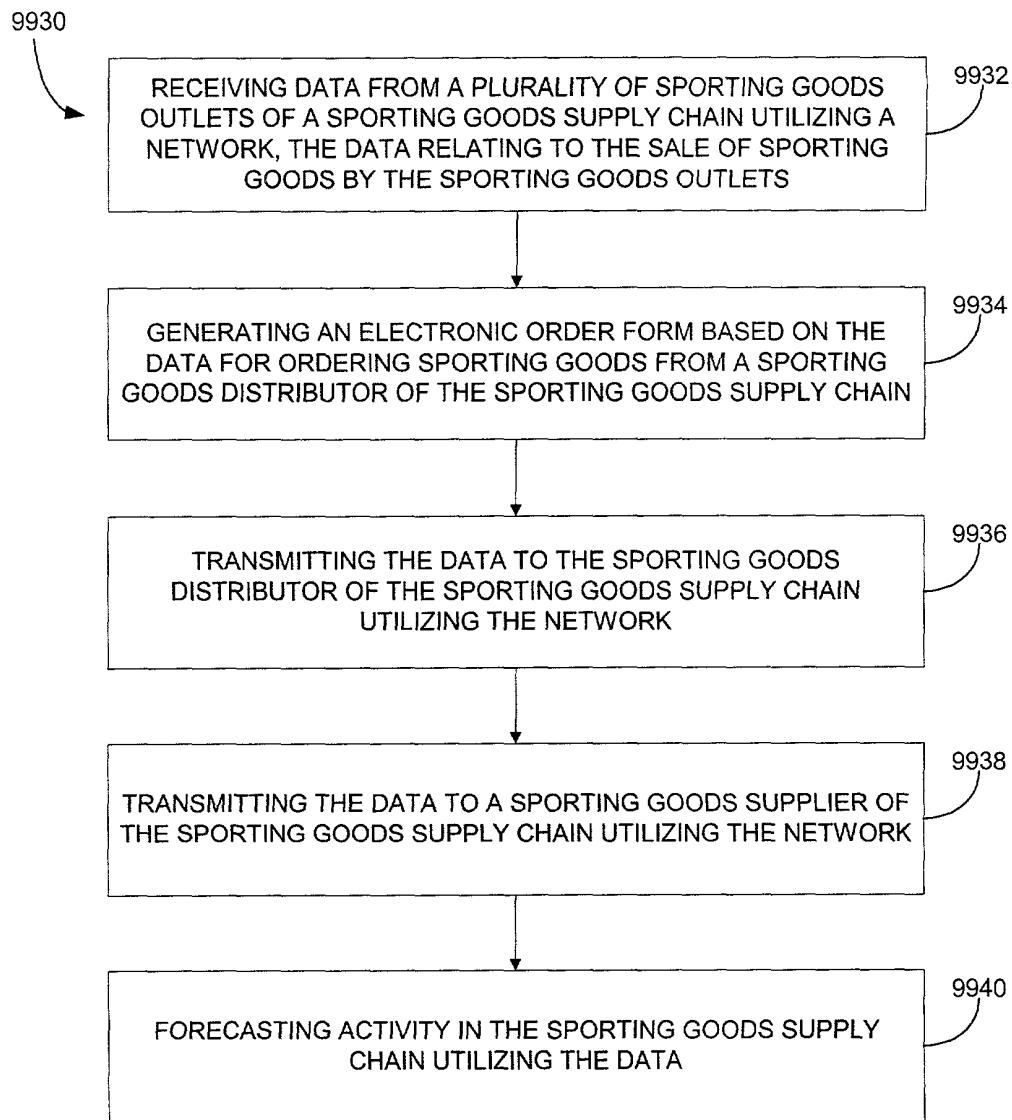
**FIG. 96**



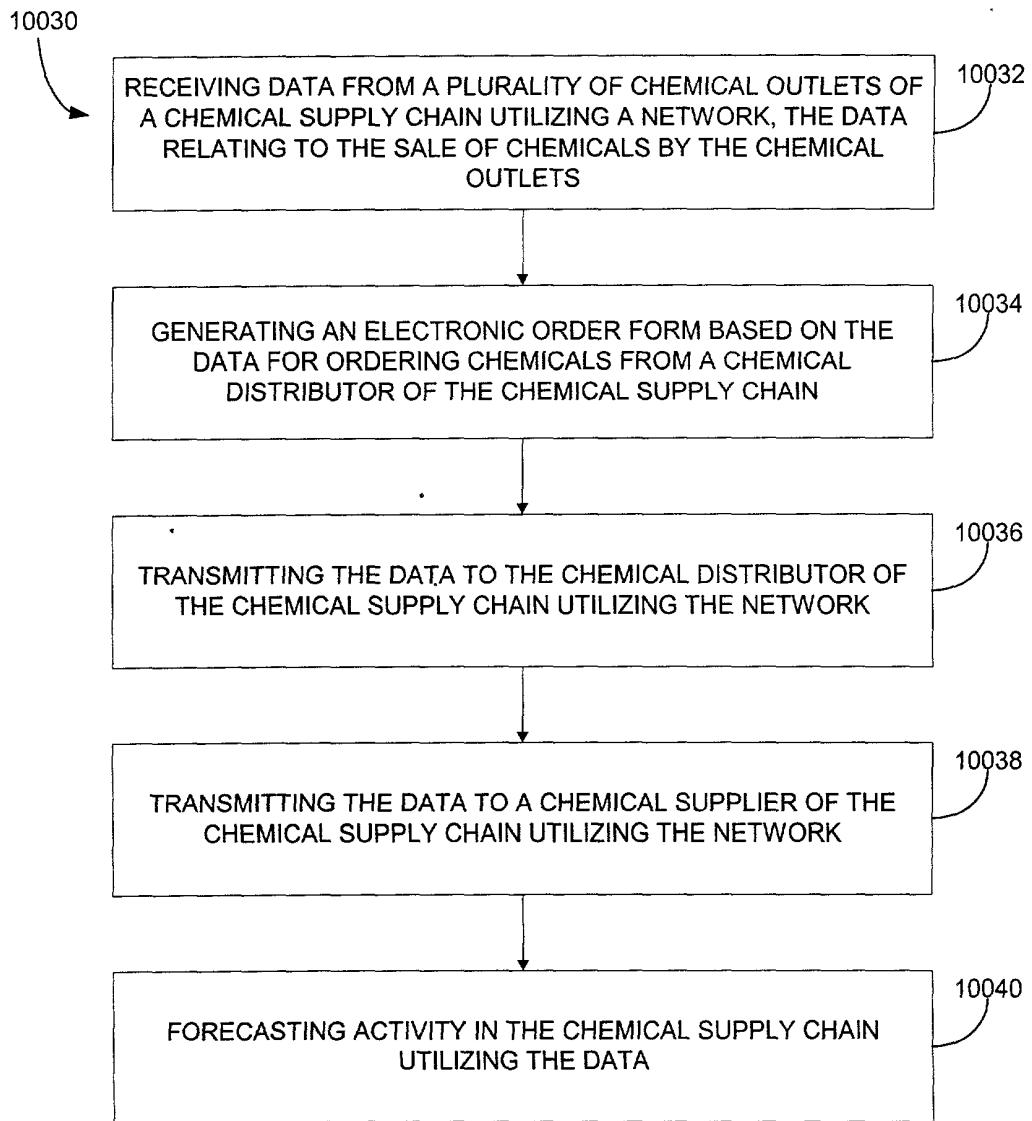
**FIG. 97**



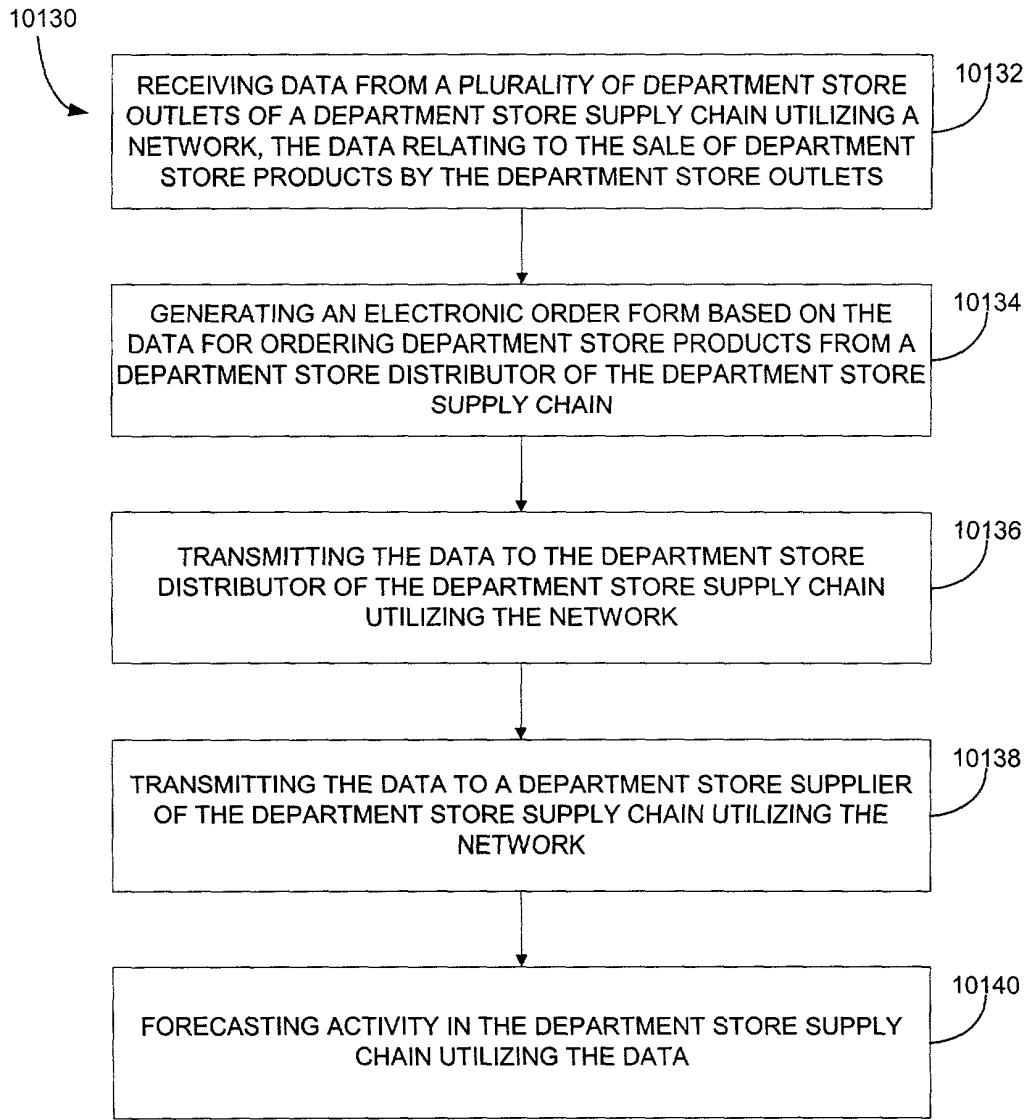
**FIG. 98**



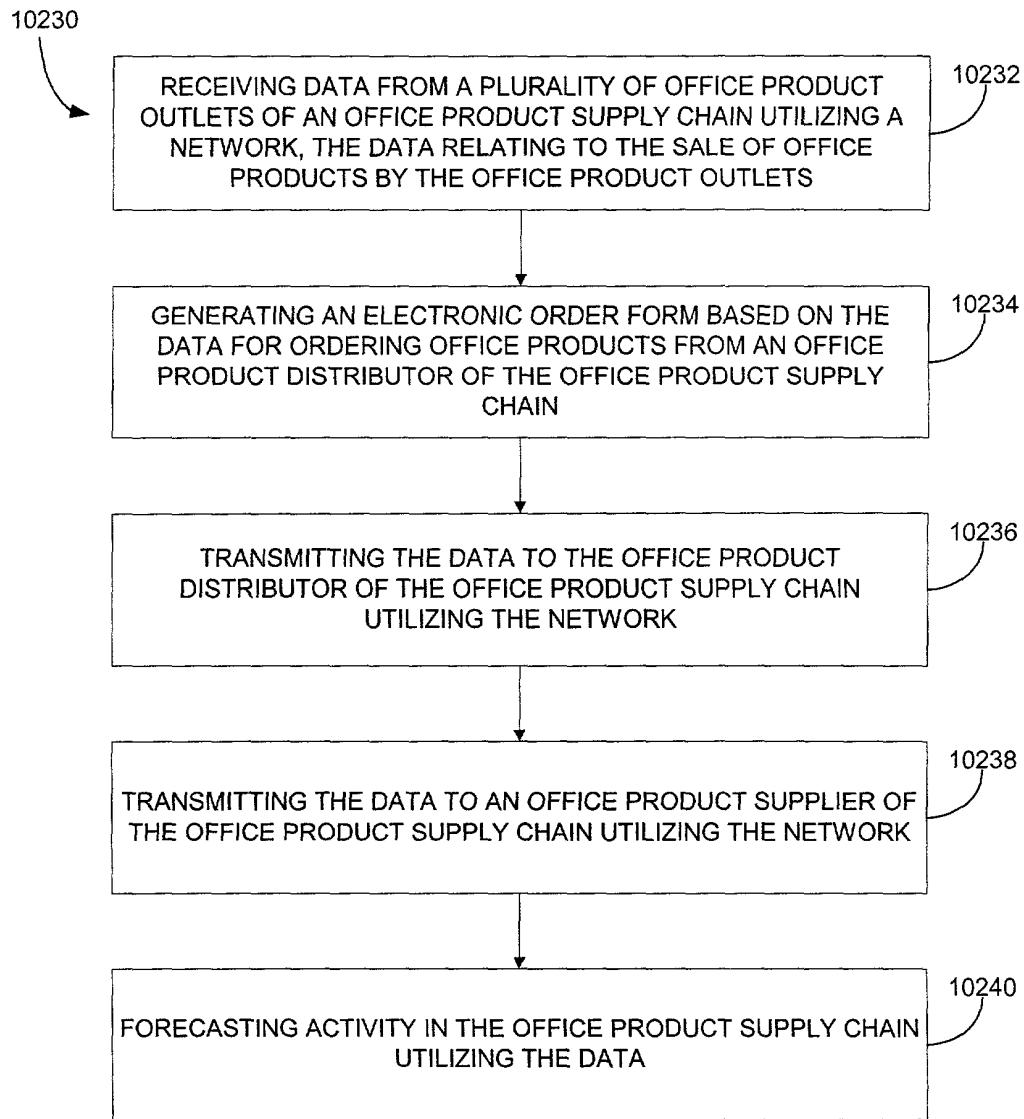
**FIG. 99**



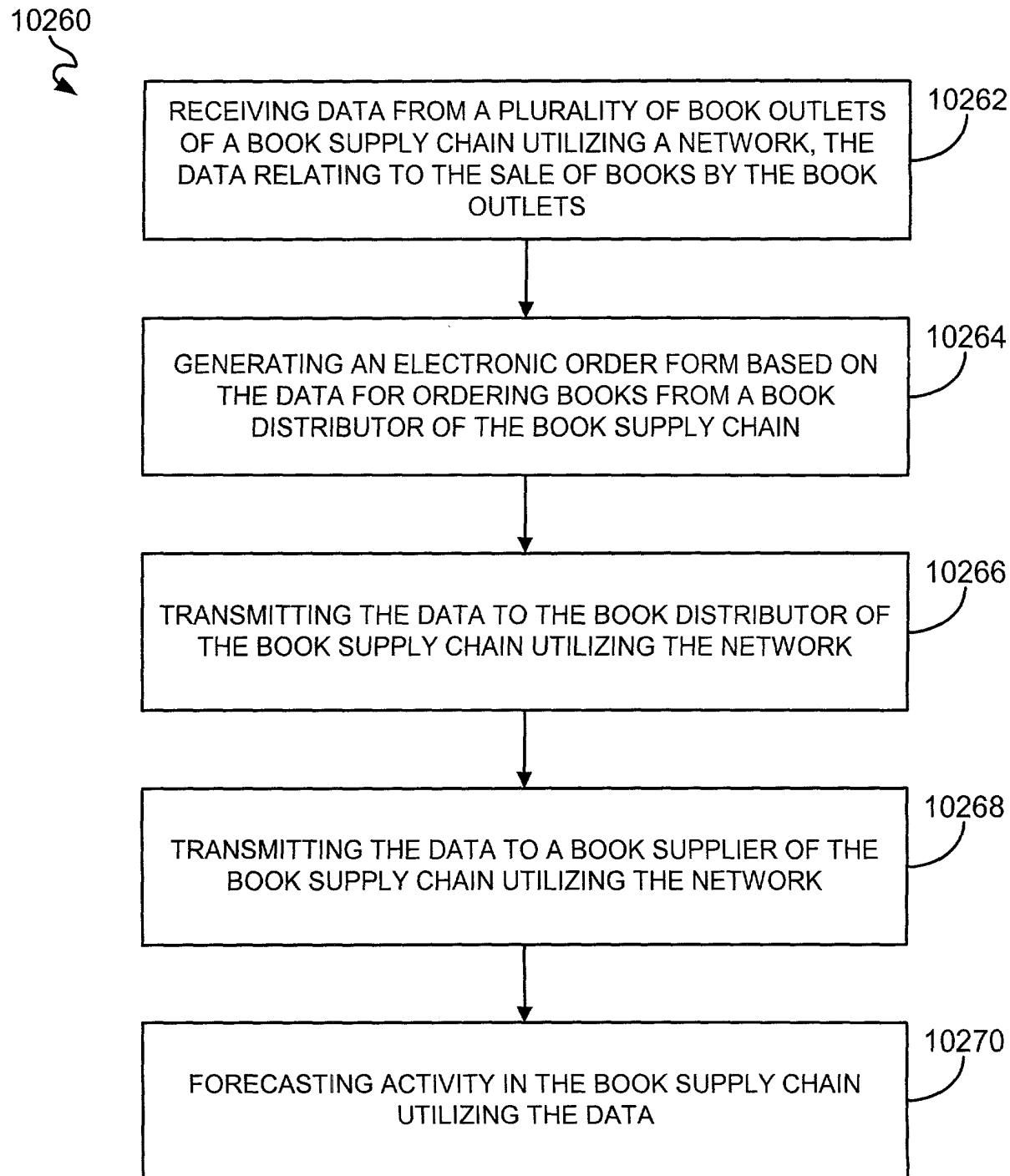
**FIG. 100**



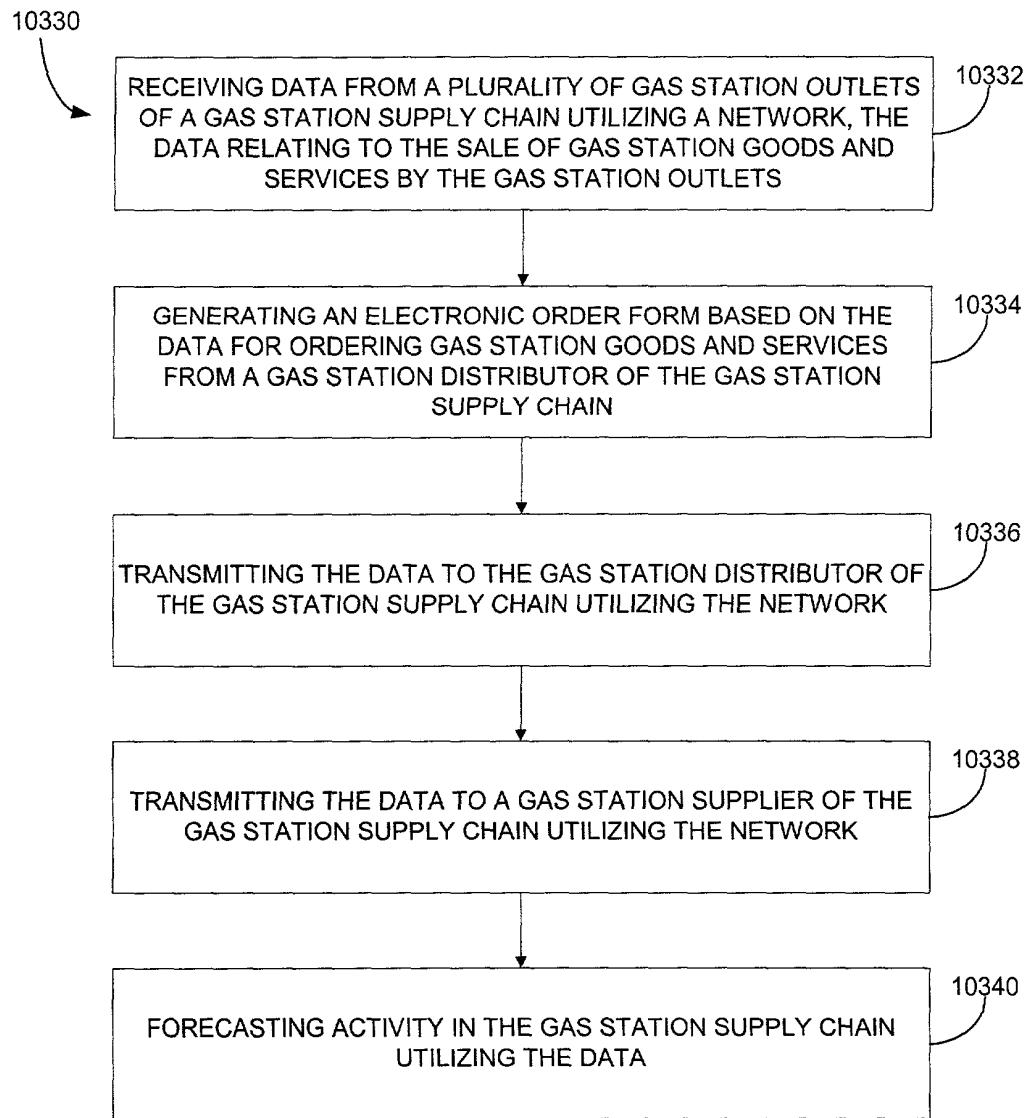
**FIG. 101**



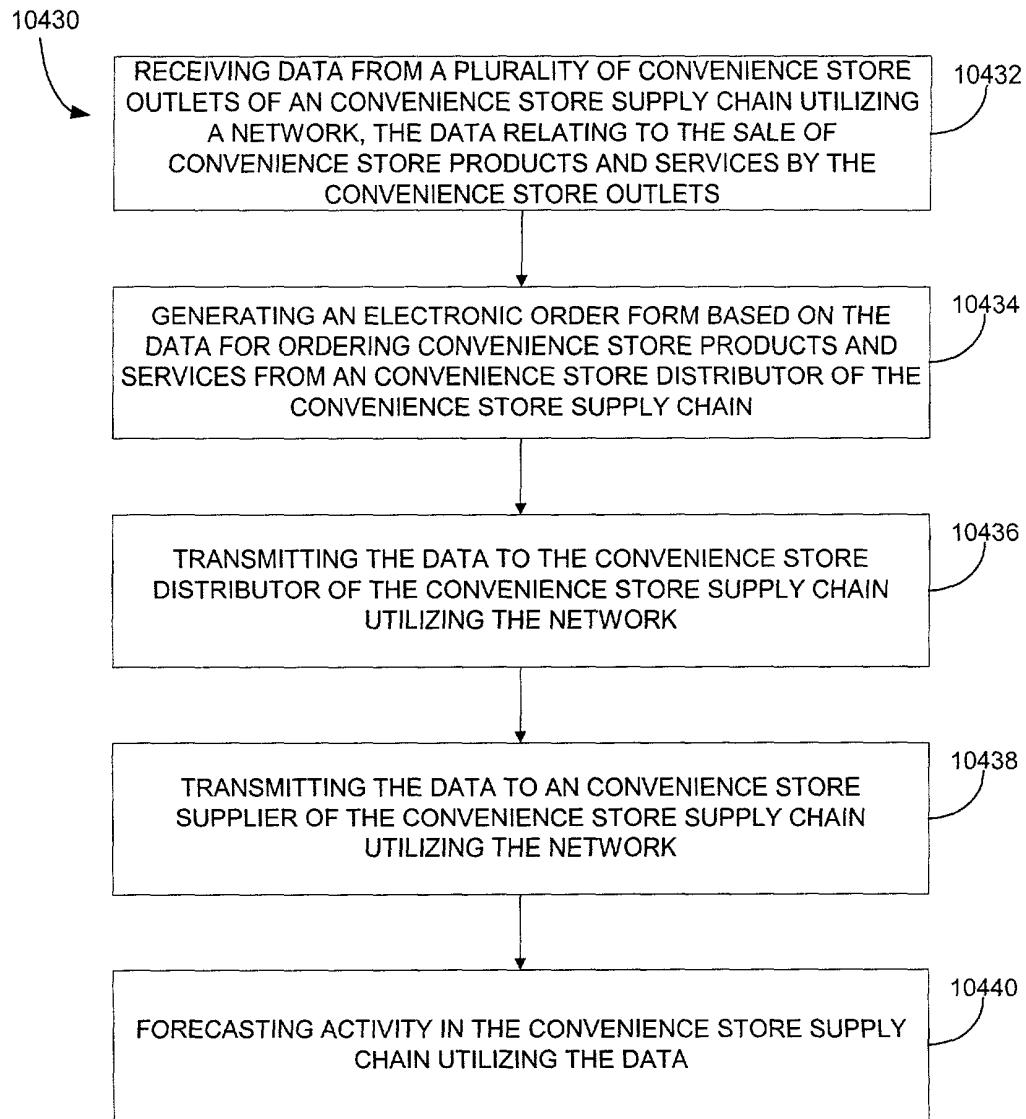
**FIG. 102A**



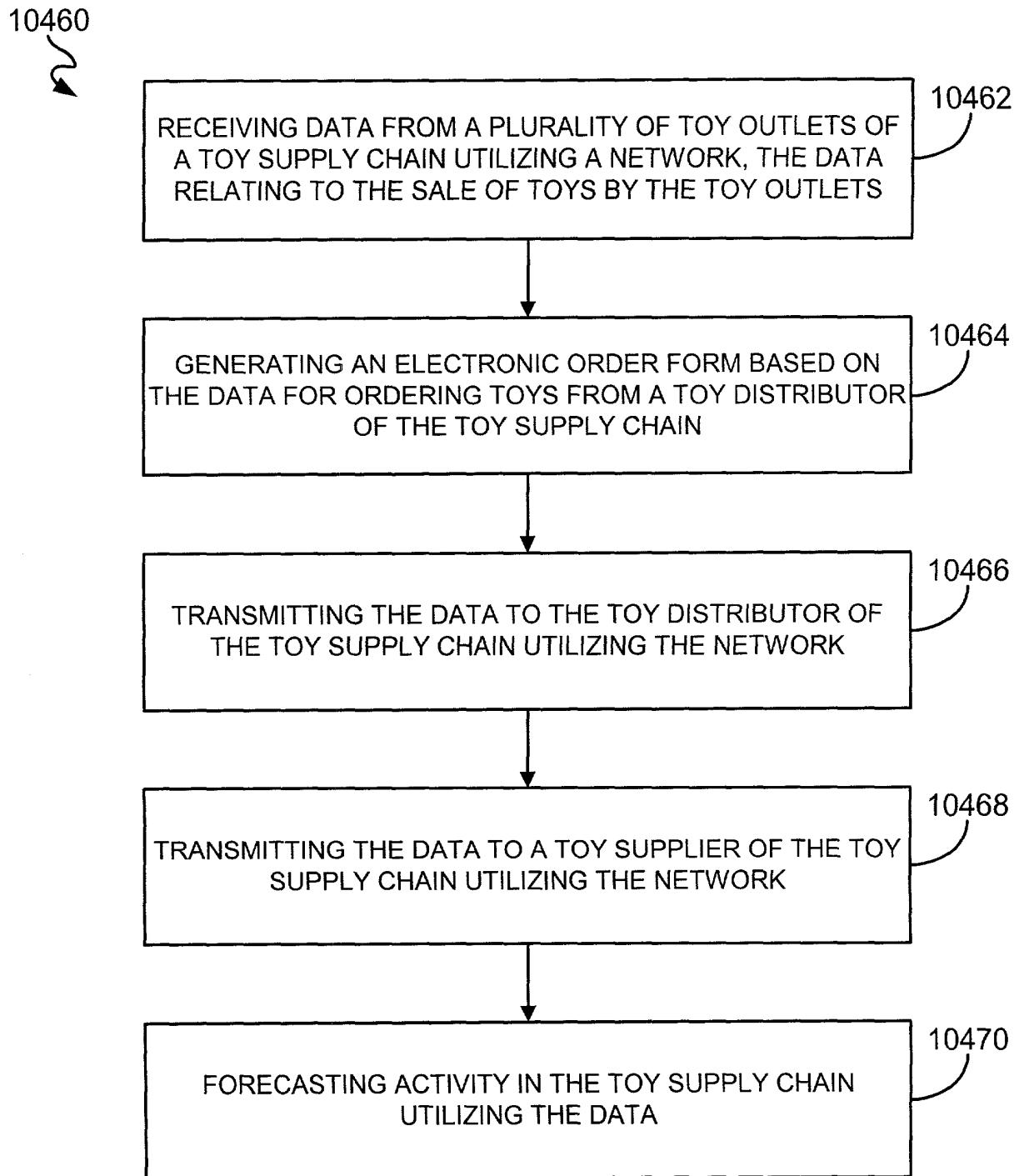
**FIG. 102B**



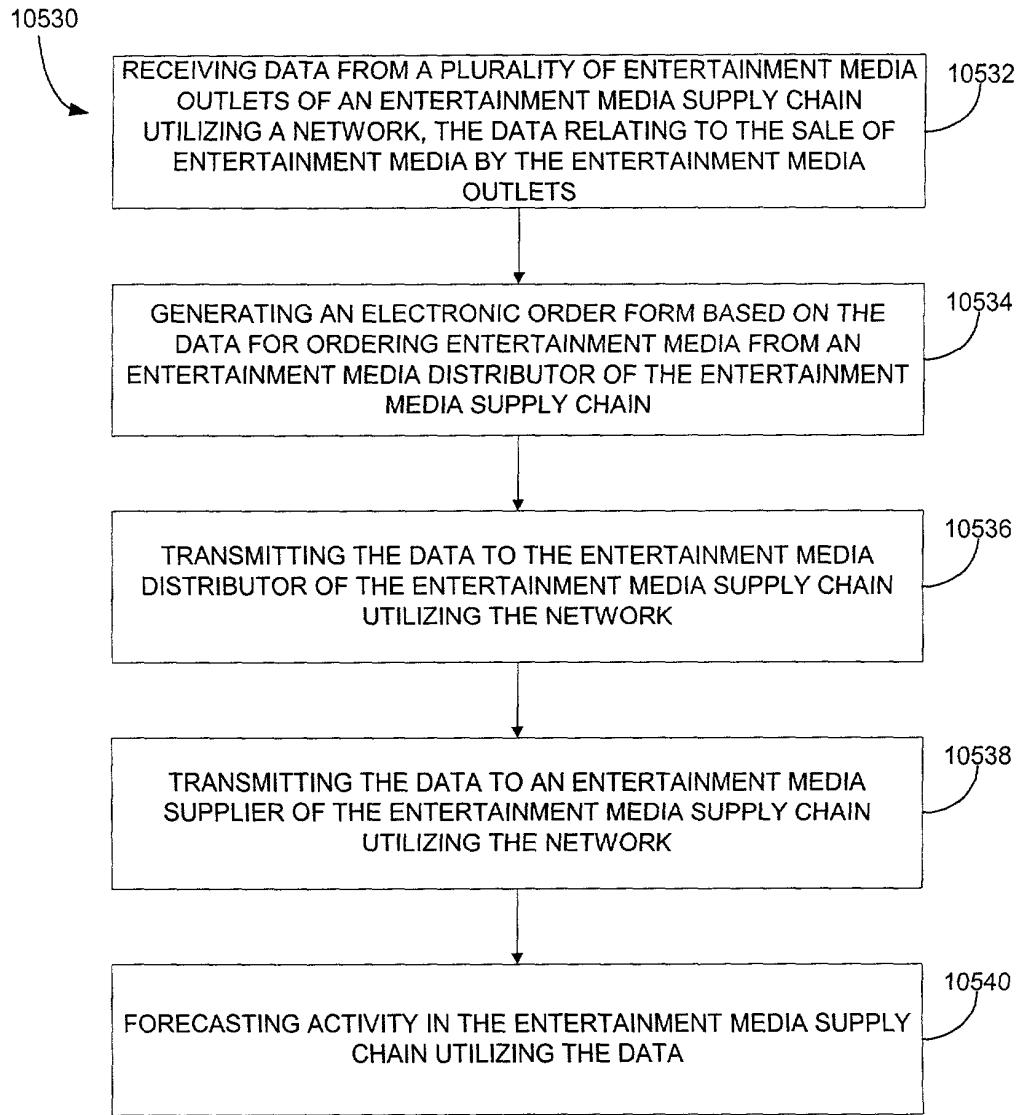
**FIG. 103**



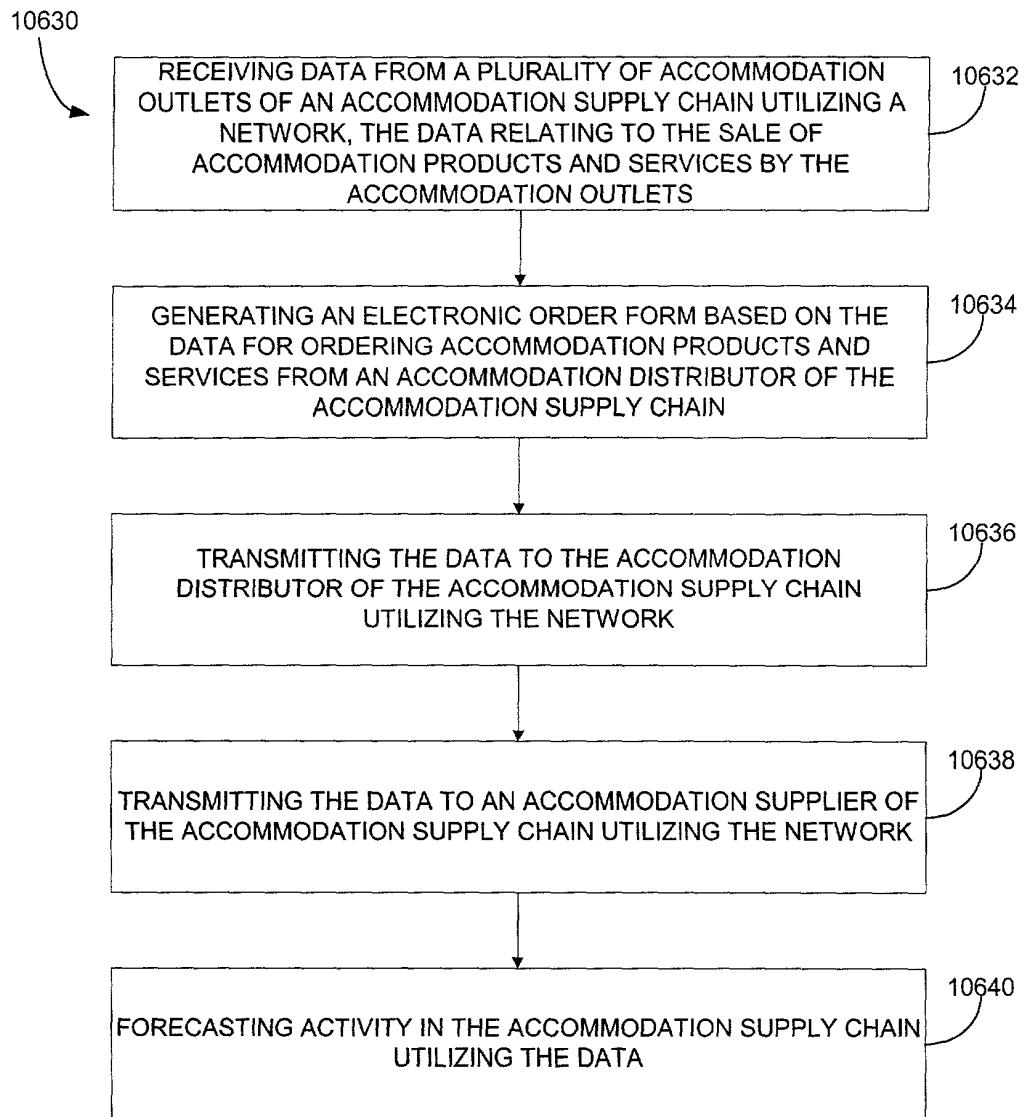
**FIG. 104A**



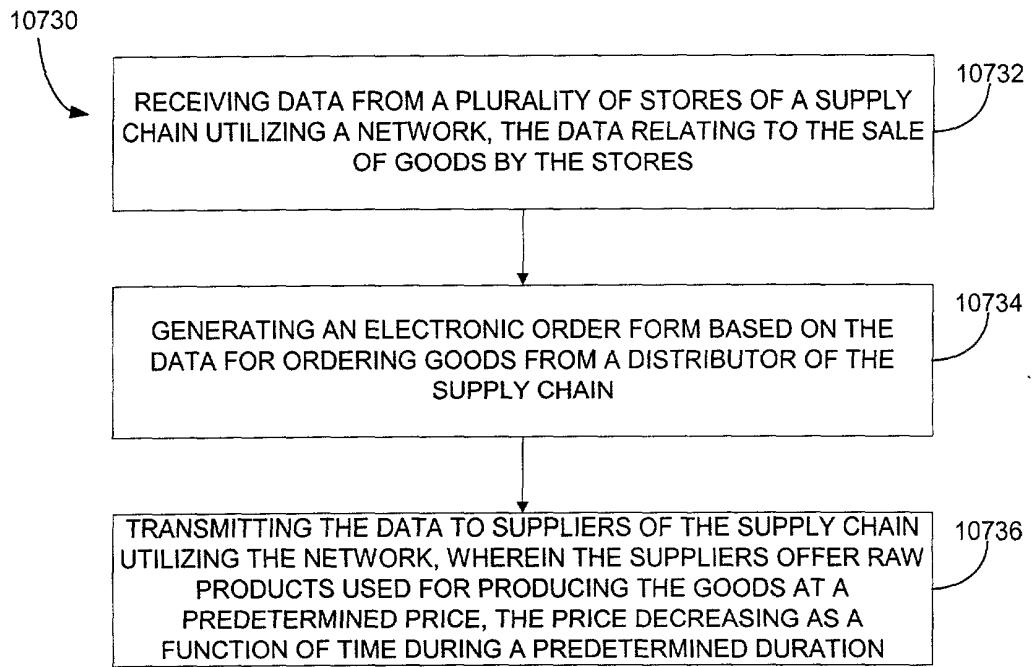
**FIG. 104B**



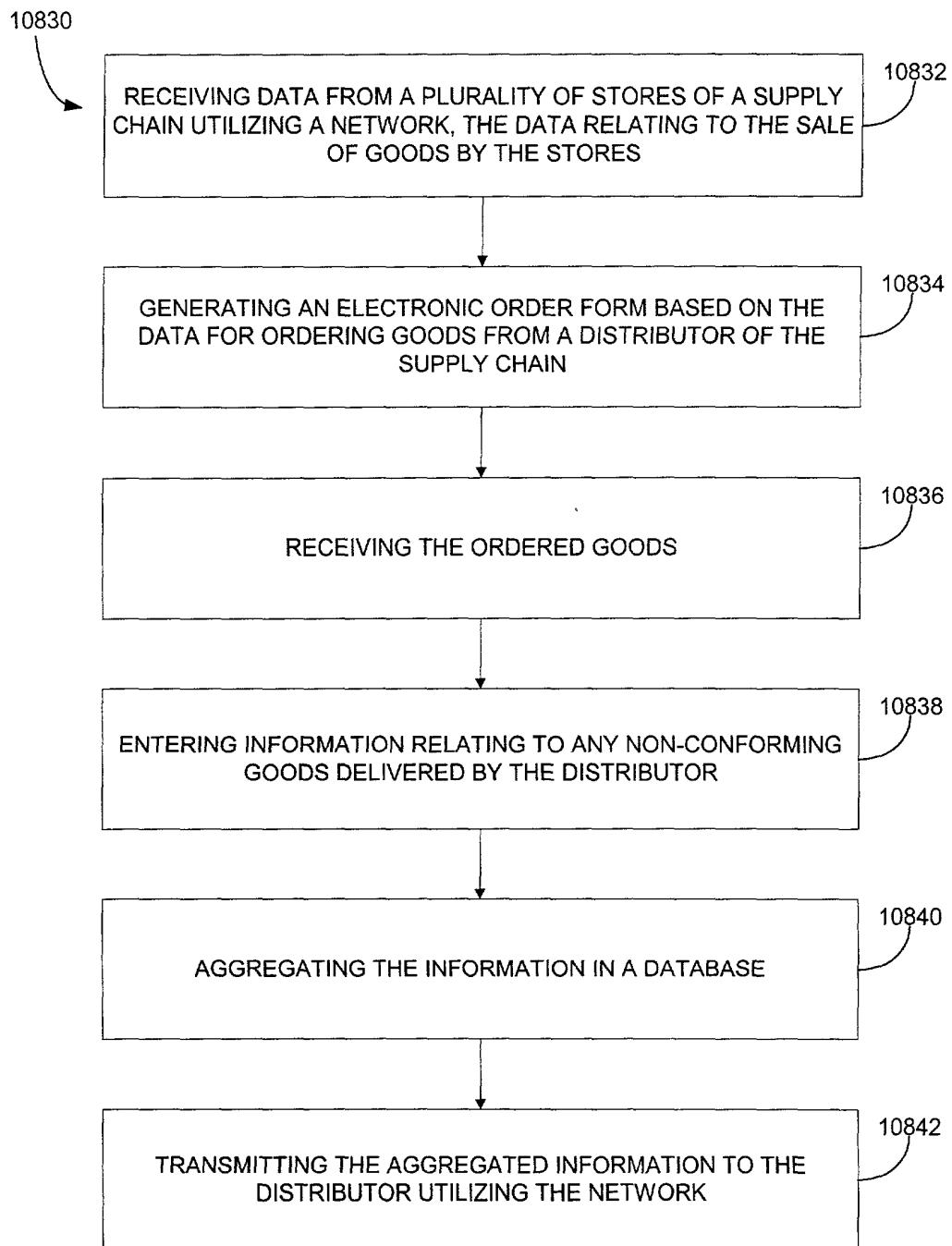
**FIG. 105**



**FIG. 106**



**FIG. 107**



**FIG. 108**

10900

RECEIVING AN AGREEMENT BETWEEN A PLURALITY OF PARTIES IN A SUPPLY CHAIN

10902

IDENTIFYING A PLURALITY OF TERMS OF THE AGREEMENT

10904

PARSING THE TERMS INTO AT LEAST A PAIR OF GROUPS INCLUDING A FIRST GROUP OF TERMS INCLUDING COMMERCIAL TERMS AND A SECOND GROUP OF TERMS INCLUDING BRAND IDENTITY TERMS, EACH OF THE TERMS OUTLINING A RESPONSIBILITY

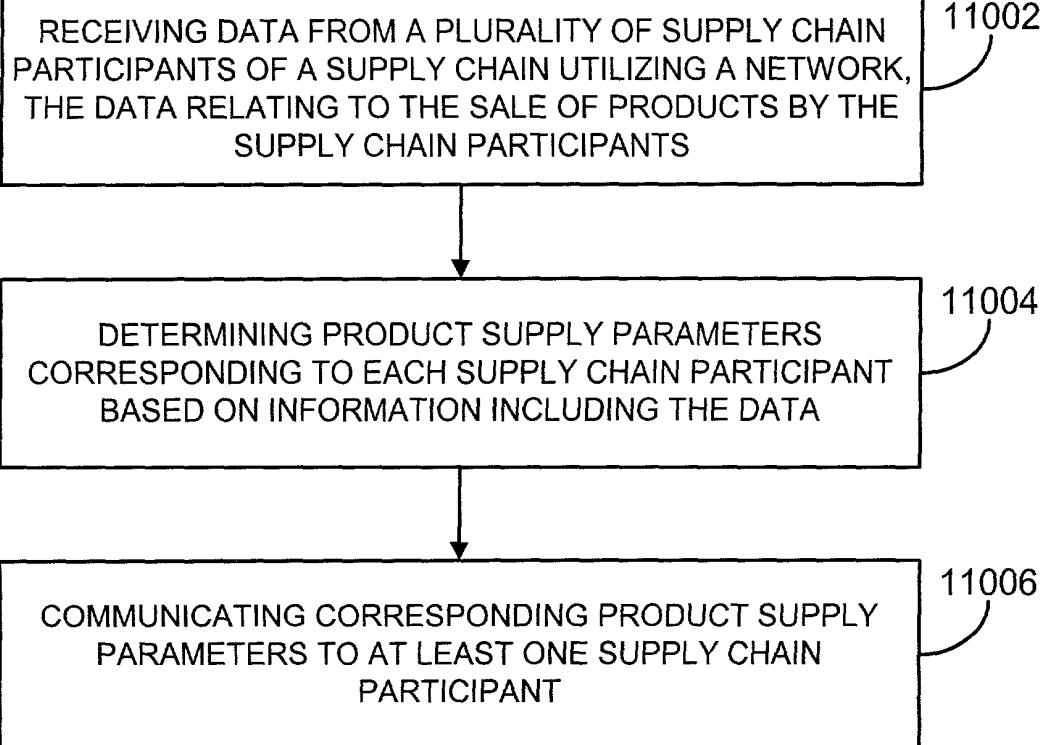
10906

ALLOCATING THE RESPONSIBILITIES AMONG THE PARTIES BASED ON THE PARSING

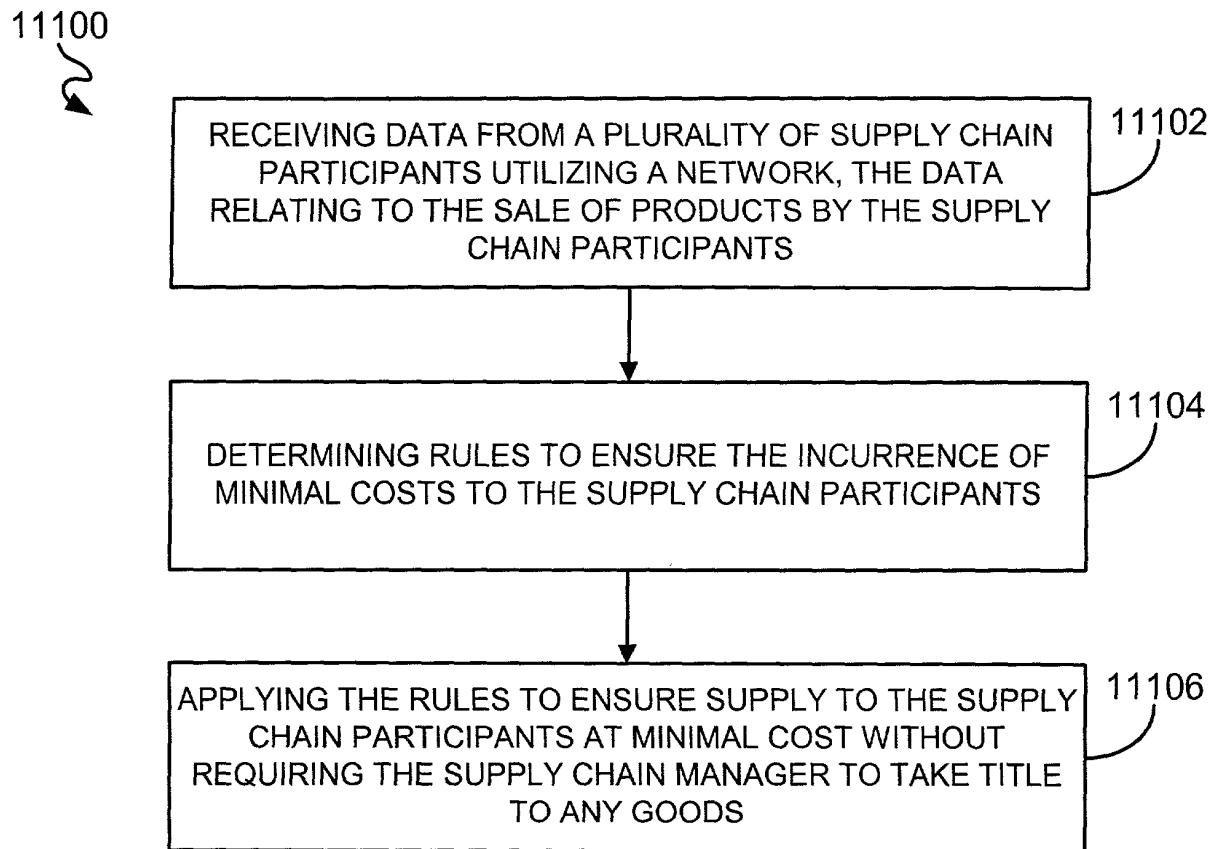
10908

**FIG. 109**

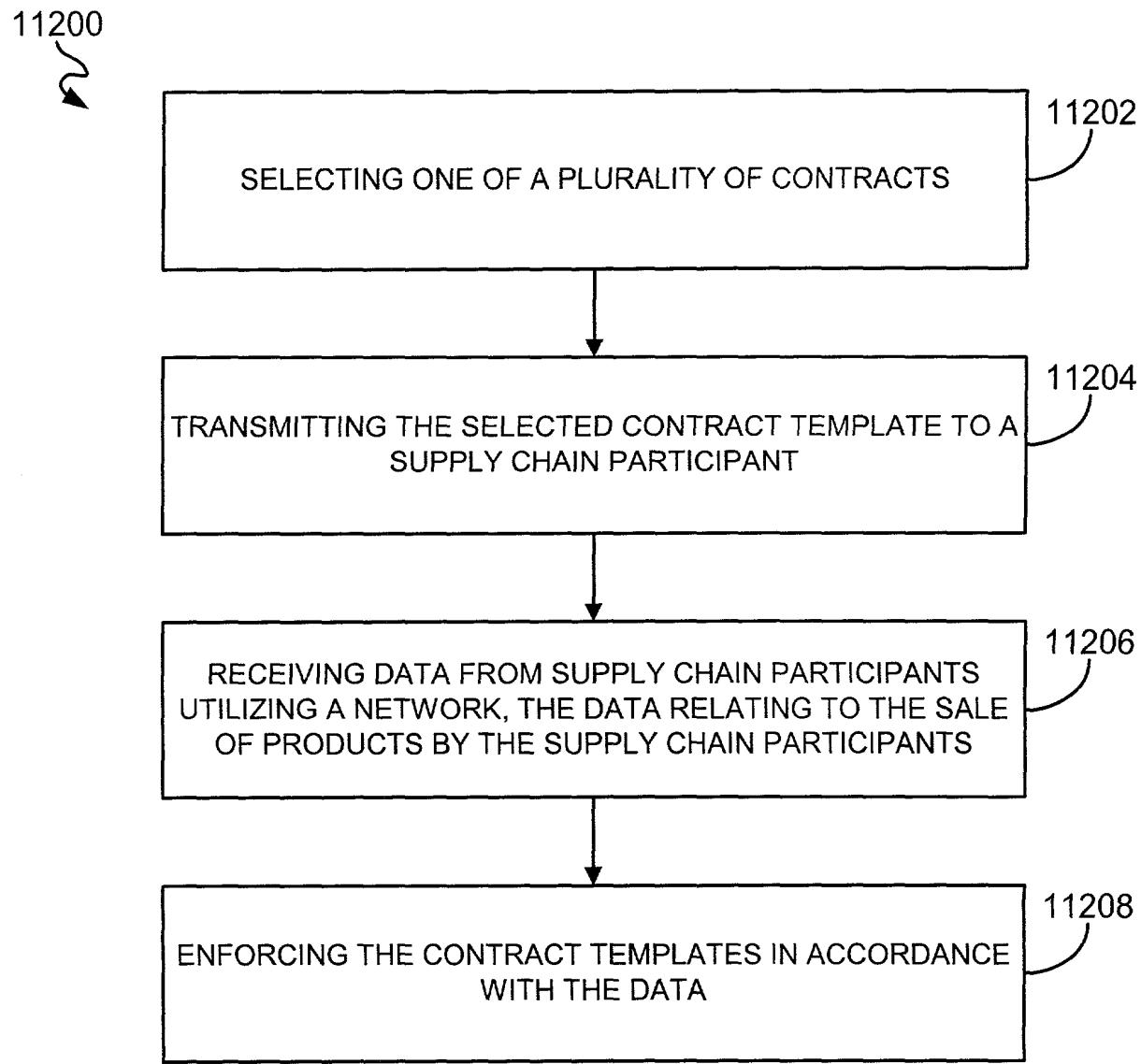
11000



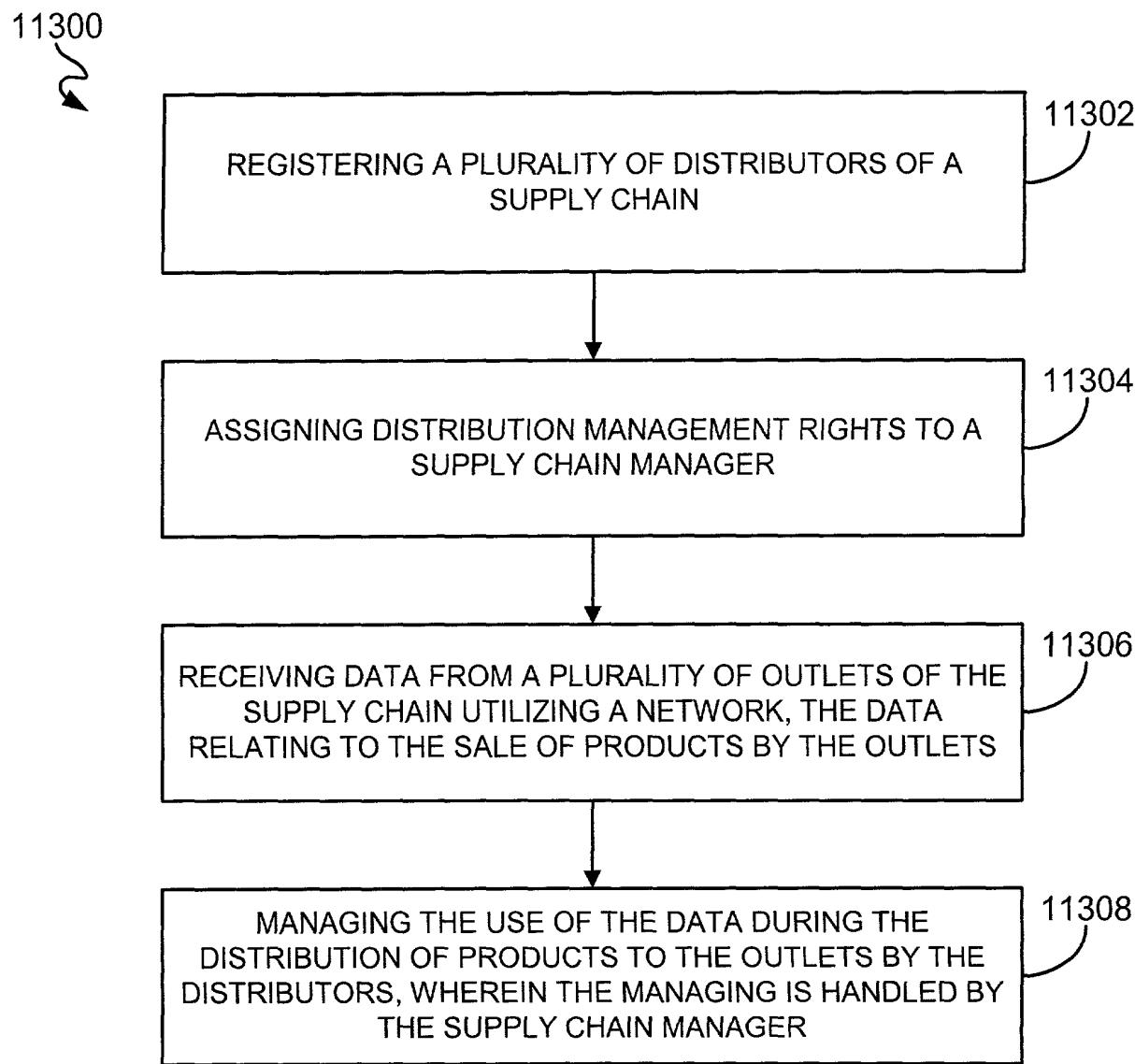
**FIG. 110**



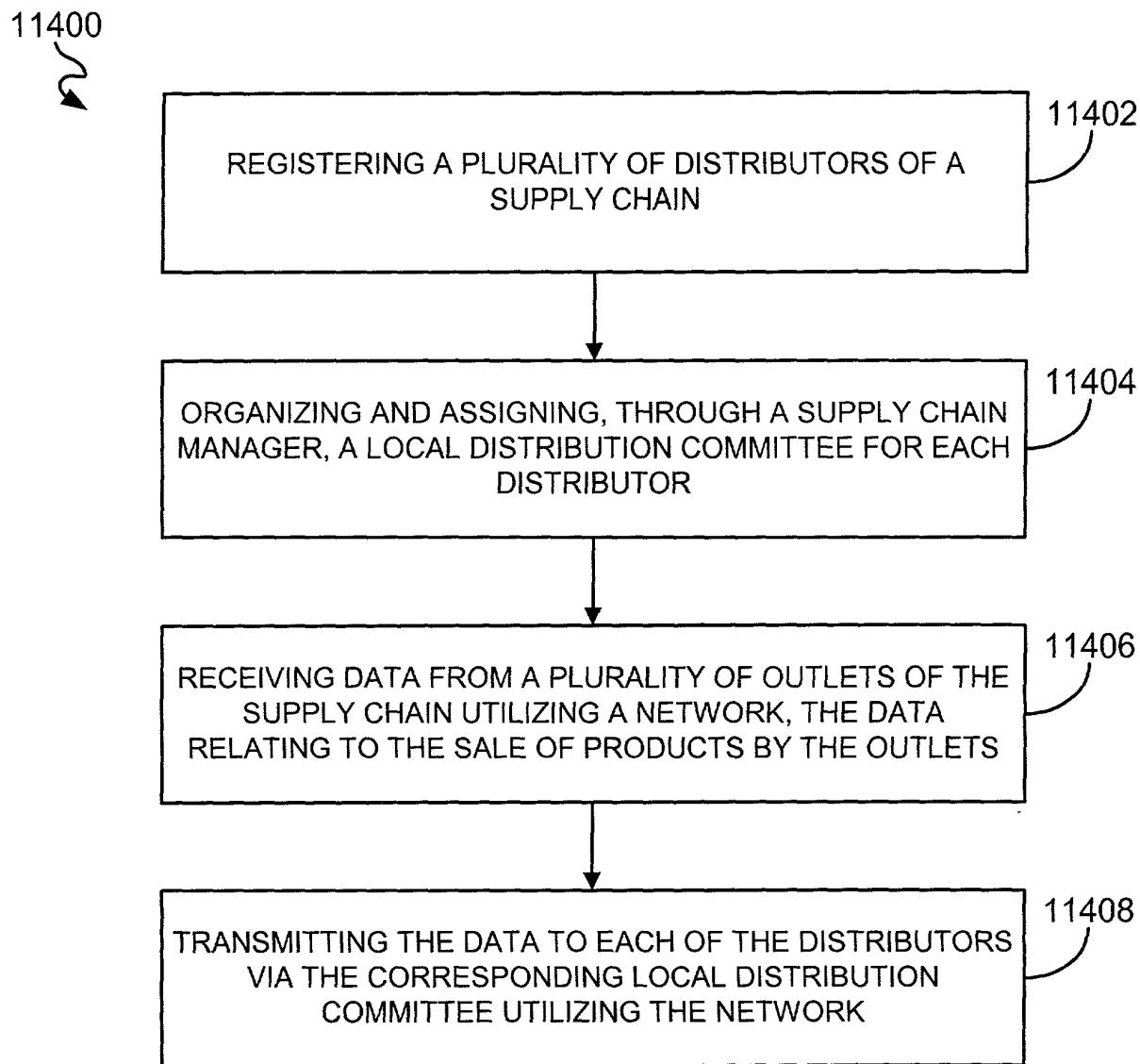
**FIG. 111**



**FIG. 112**



**FIG. 113**



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

11502

11504

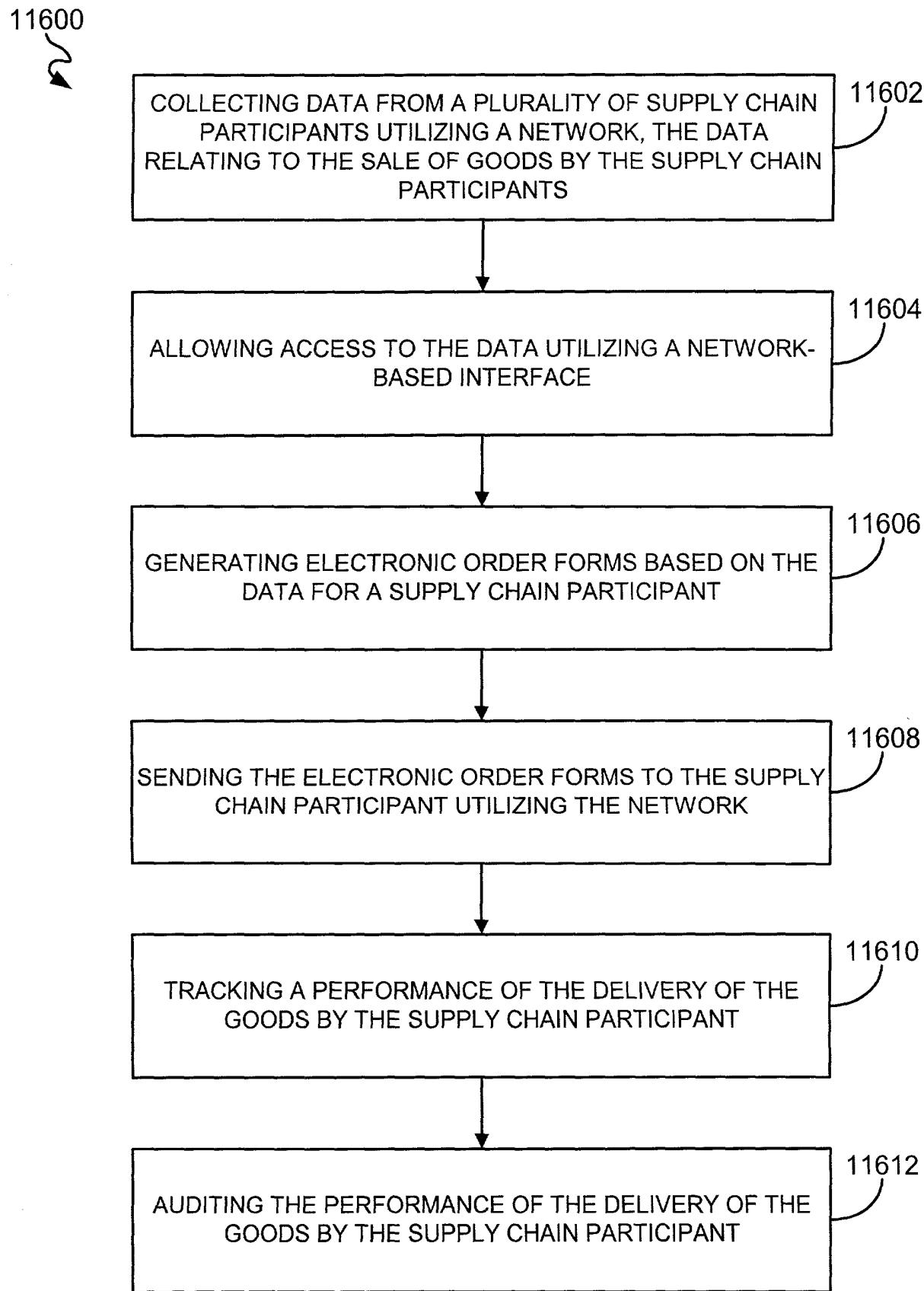
11506

11508

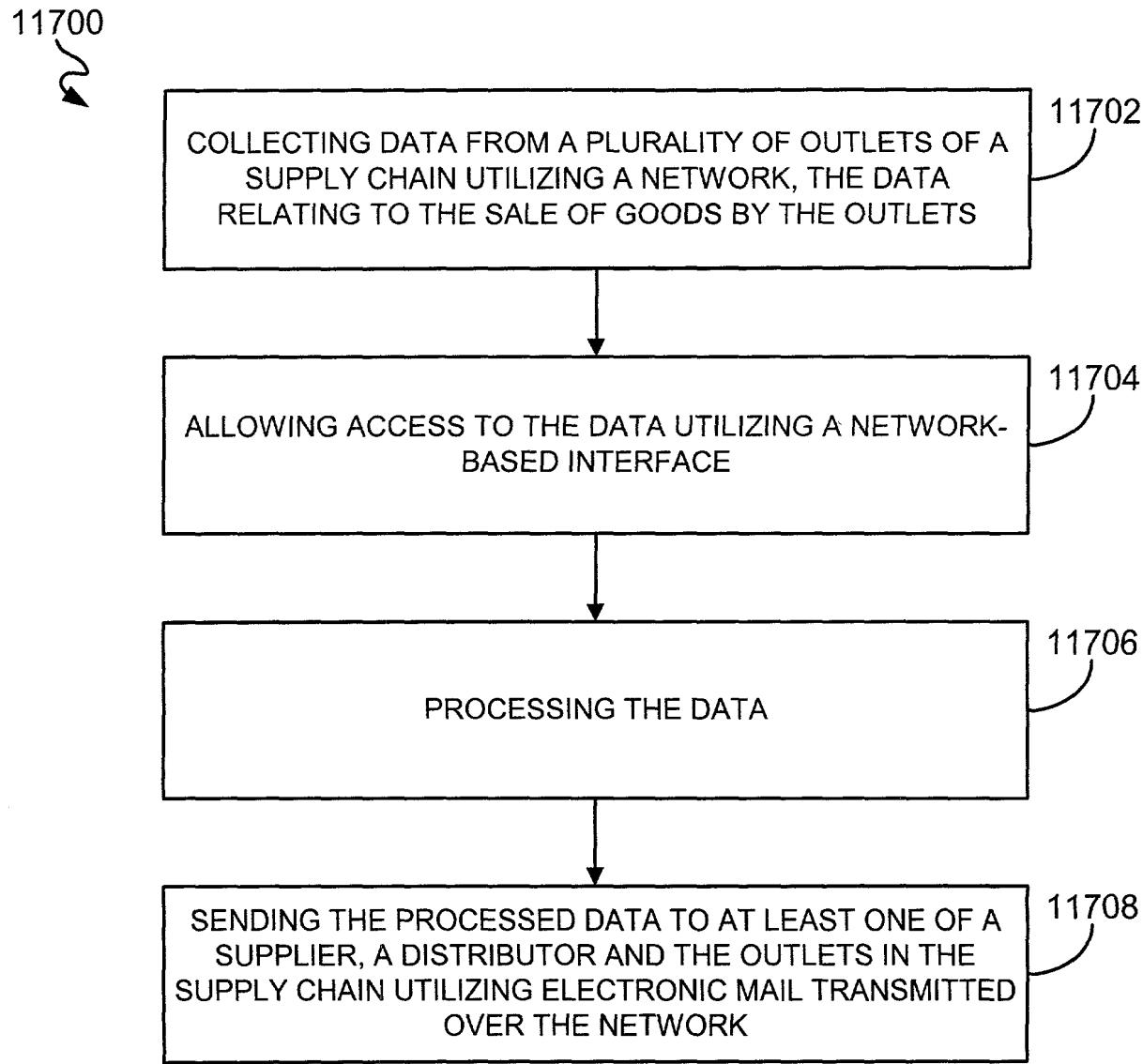
11510

11512

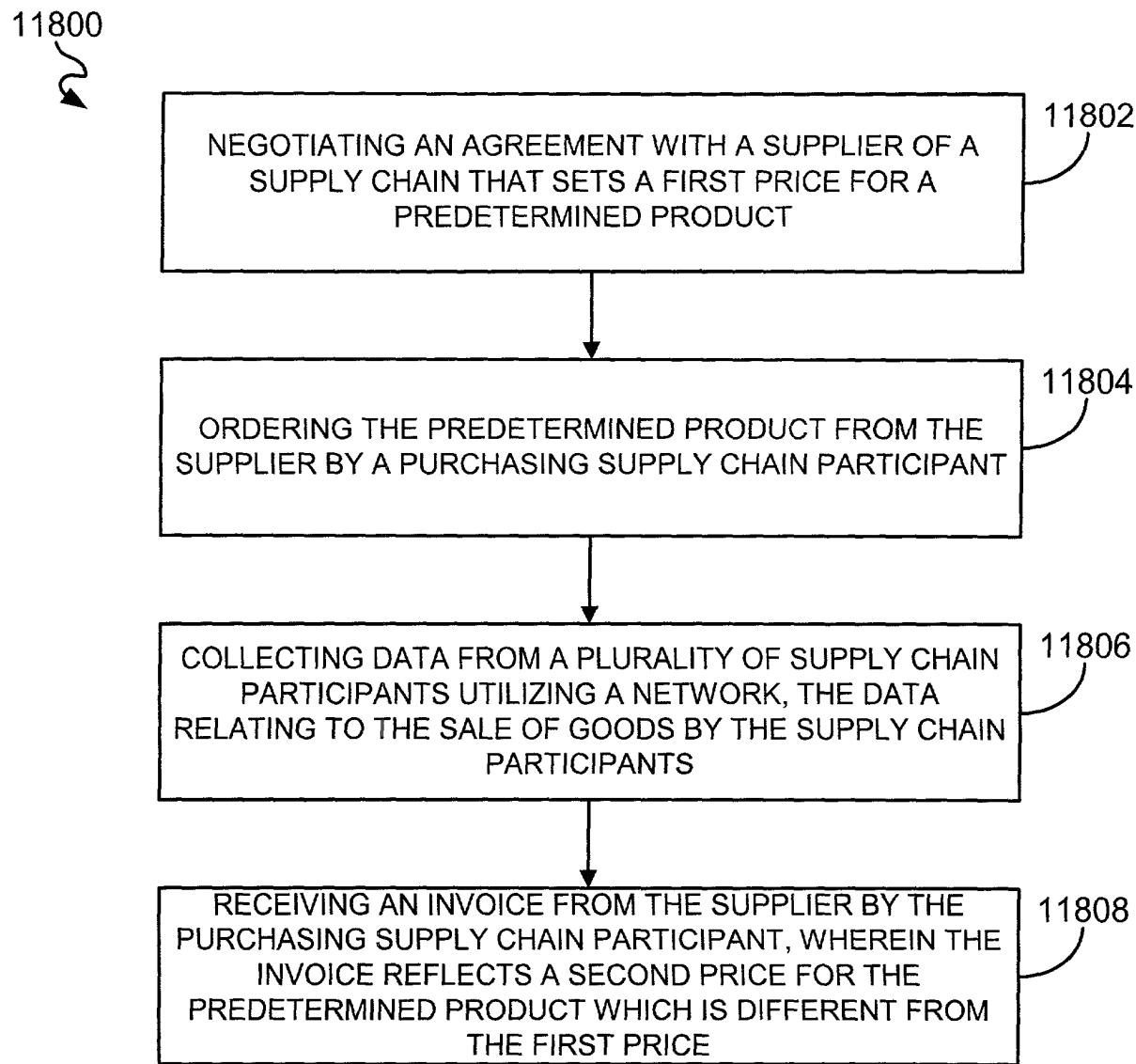
**FIG. 115**



**FIG. 116**

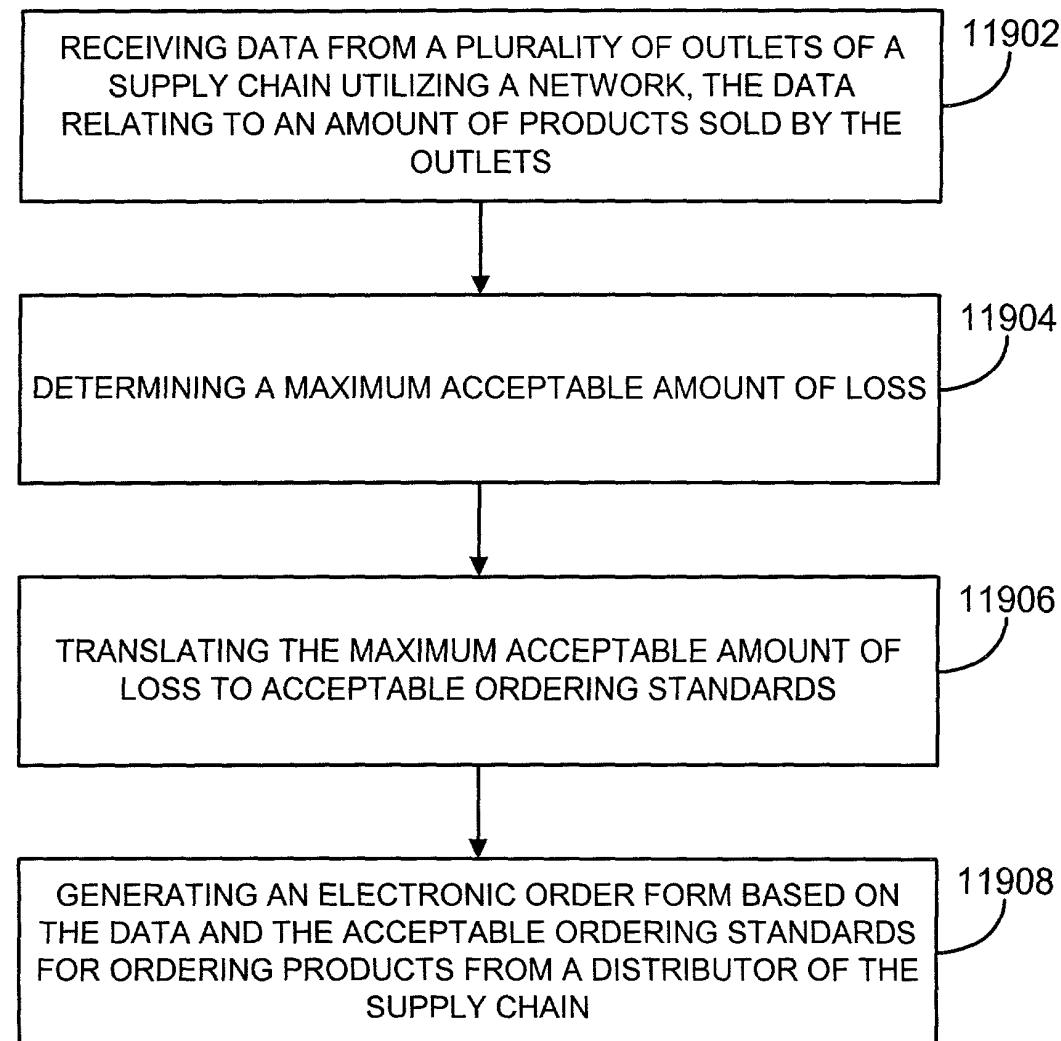


**FIG. 117**



**FIG. 118**

11900



**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE  
OUTLETS

12102

MAKING THE DATA ACCESSIBLE TO THE OUTLETS,  
DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK  
BASED INTERFACE

12104

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF  
THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

12106

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12202

12204

12206

**FIG. 122**

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12306

**FIG. 123**

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A  
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS  
UTILIZING A NETWORK-BASED INTERFACE

12406

**FIG. 124**

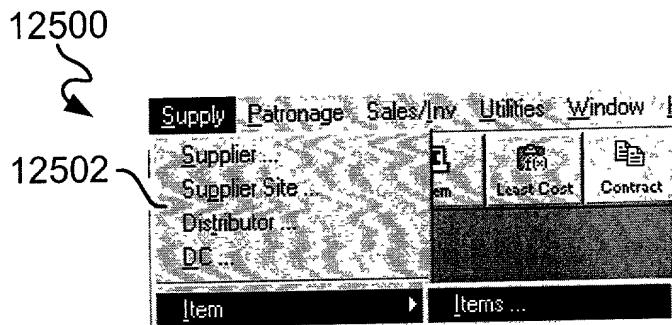


FIG. 125

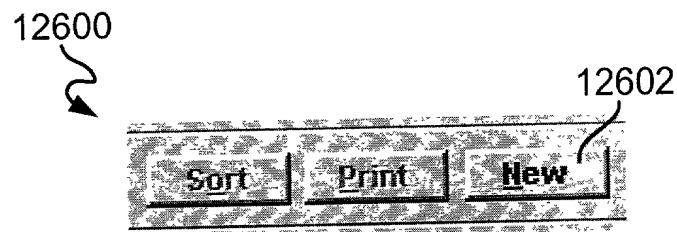


FIG. 126

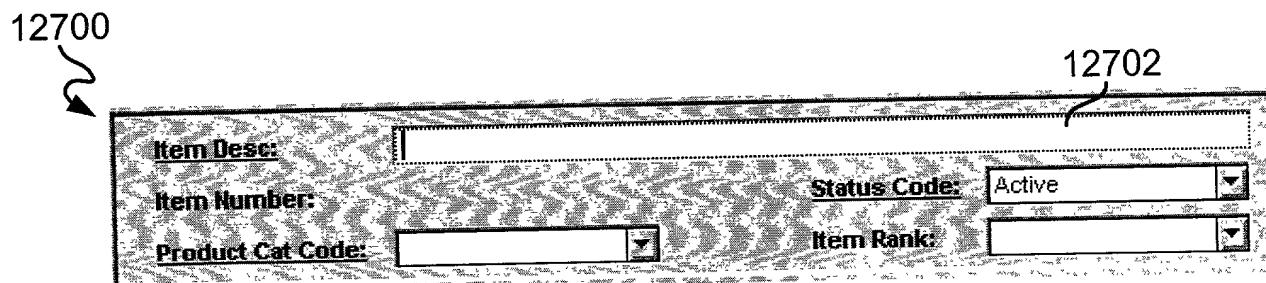


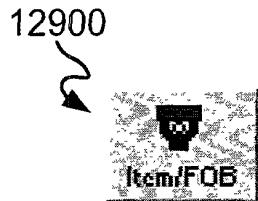
FIG. 127

12800

Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

12900

Supplier Item Desc:	Item No.:
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Items per Case:	5000
Innerpack Contents:	5/1000
Item Size:	
Case Length:	
Case Width:	
Case Depth:	
Case Dimension U/M:	INCHES
Item Cube:	0.95 CUBIC FEET
Item Shelf Life:	
Tie Qty:	
High Qty:	
Cases Per Pallet:	
Stacking Allowed:	
Universal Product Code:	
Cases Per Truckload:	1350
Net Weight:	39.00
Gross Weight:	39.00
Weight U/M:	POUND(S)
BarCode:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17855	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

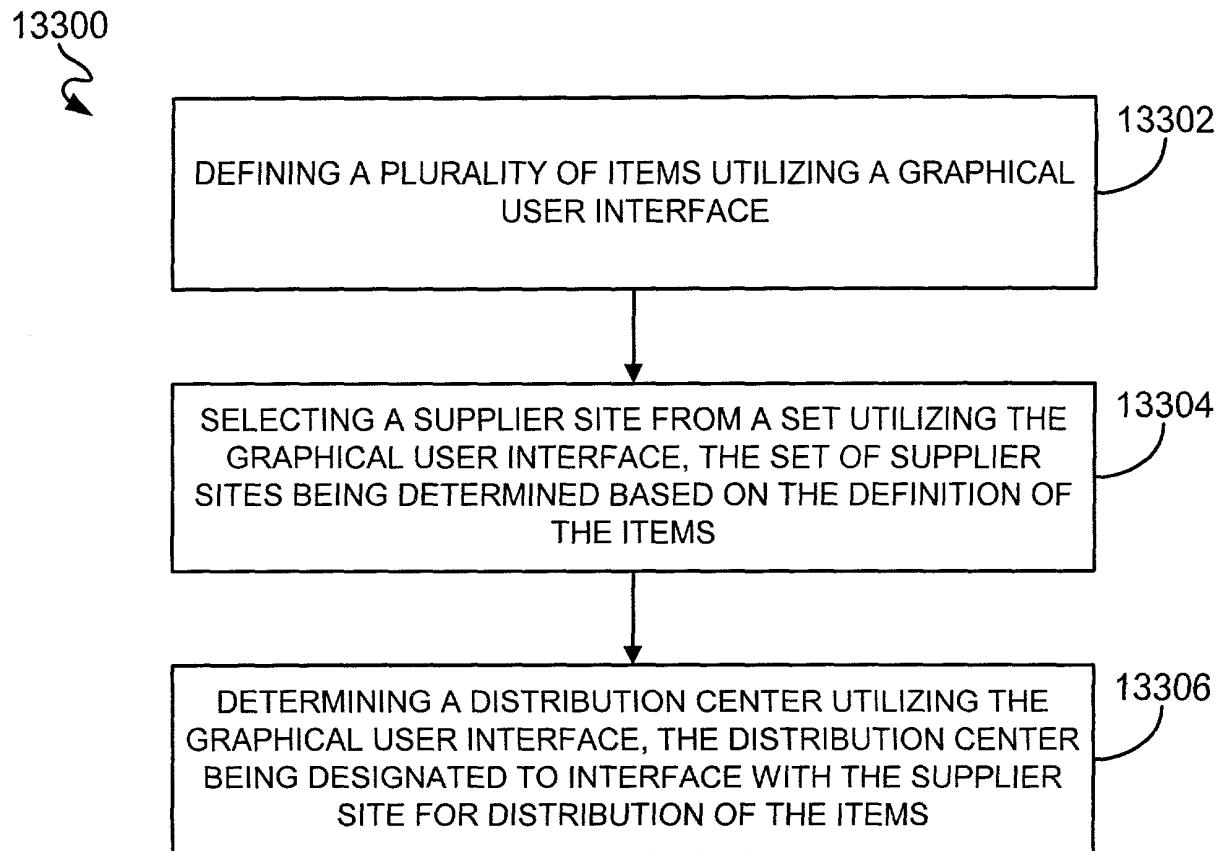
13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active	<b>Rail Sidings:</b>

**FIG. 132**



**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800



13900

Min Ordr	UM	Ship	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

**FIG. 138****FIG. 139**

14000

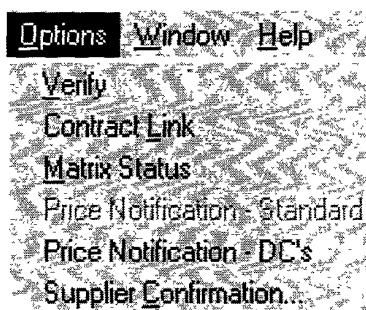
Carrier	Stated Vol
Truck	83,600
Truck	215,040

**FIG. 140**

14200

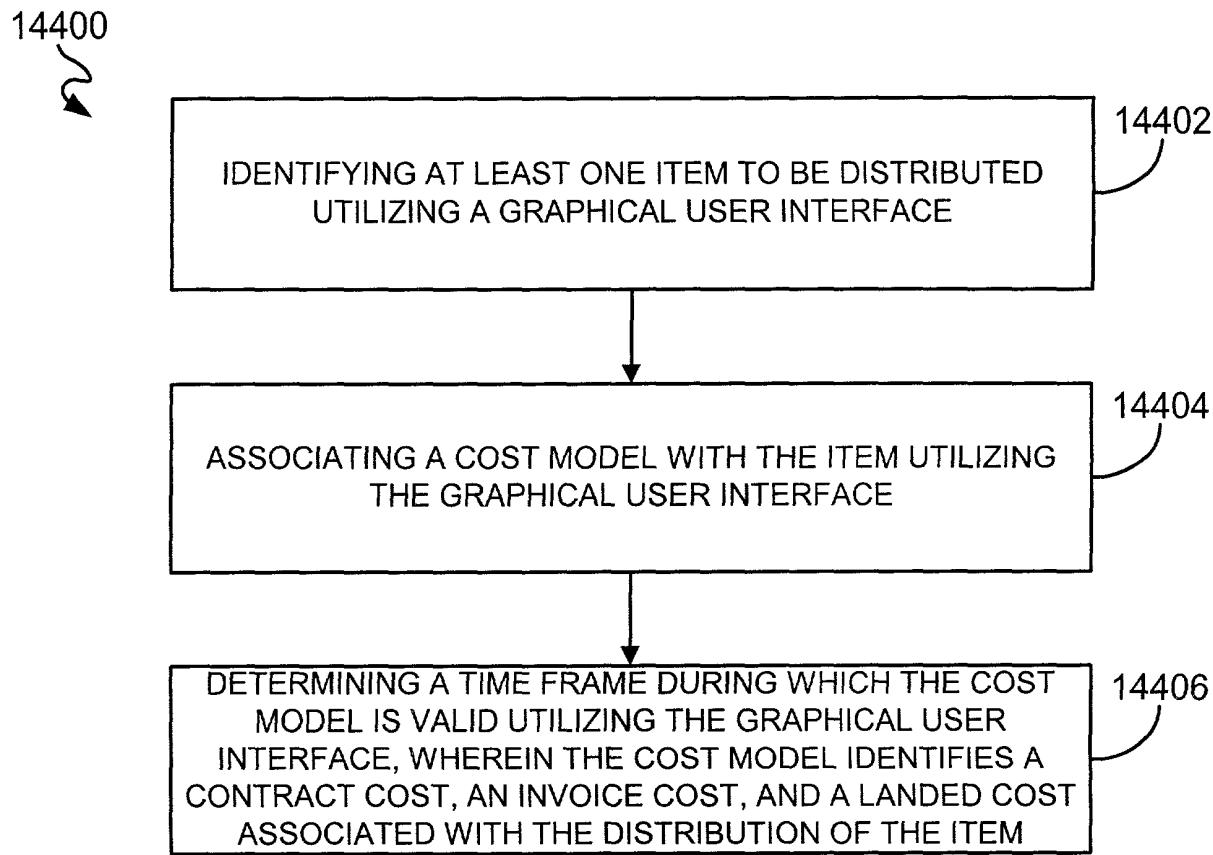
**FIG. 142**

14100

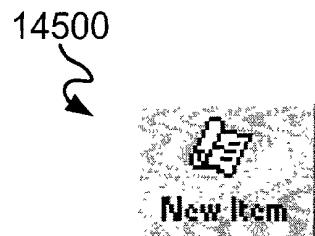
**FIG. 141**

14300

**FIG. 143**



**FIG. 144**



**FIG. 145**

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

**FIG. 146**

Contract Start Date: 05/15/98

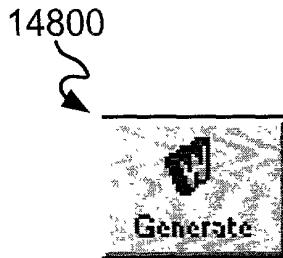
Contract End Date: 12/31/02

Execution Date: 5/15/98

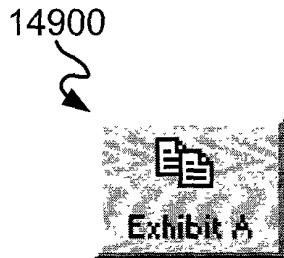
Effective: Shipment Date

Payment Terms: Net 10

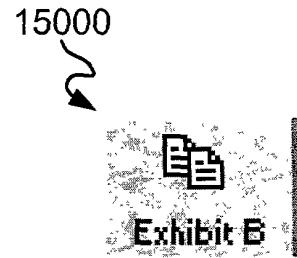
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF-WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		
BEEF-WHOPPER JR 2.8 OZ	<input type="radio"/> 8/1/98 <input checked="" type="radio"/> 2/24/08 <input type="radio"/> No Date		

FIG. 151

15200



FIG. 152

15300



FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

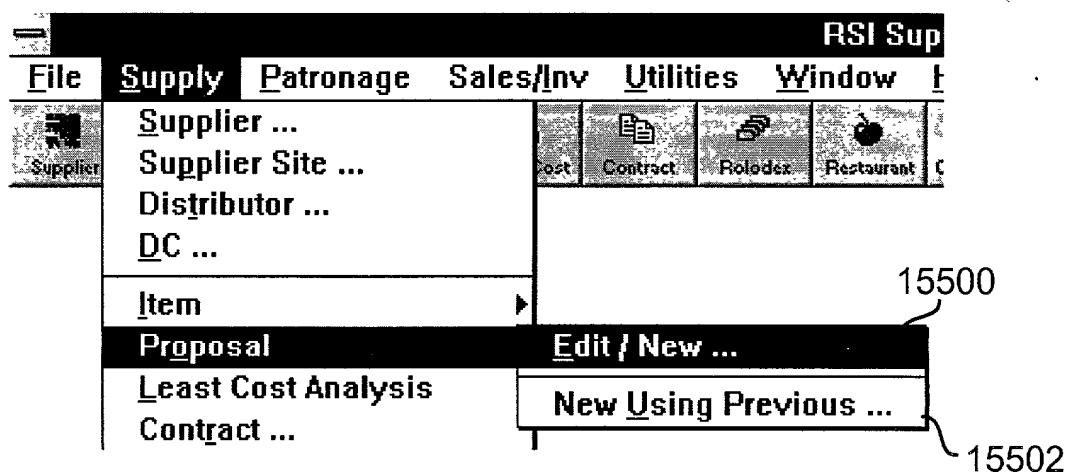
ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

**Proposal Information**

**Proposal ID:** 1021 **Proposal Due Date:** 06/12/97

**Proposal Name:** Foam Hot Cups & Polystyrene Lids **Contract Begin Date:** 07/01/97

**Buyer Name:** Dennis Clabby **Contract End Date:** 06/30/98

**Actions**

#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.

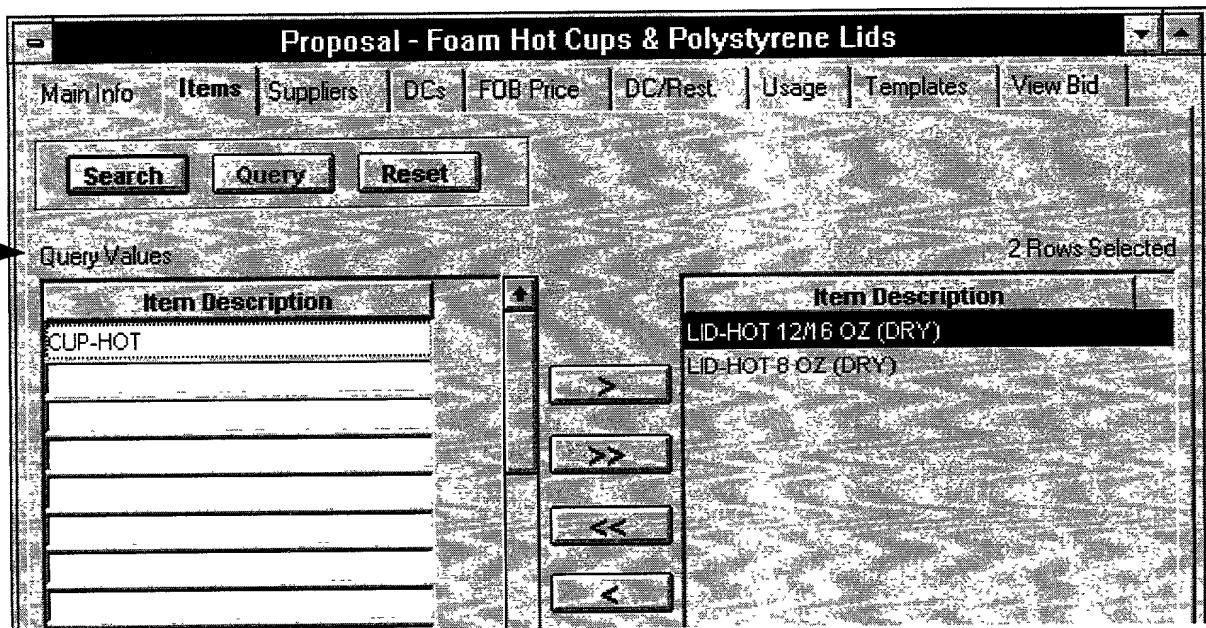
FIG. 156

15700



**FIG. 157**

15800



**FIG. 158**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bid																																								
	<b>Items</b>																																															
<input type="button" value="Search"/> <input type="button" value="Query"/> <input type="button" value="Reset"/>																																																
6 Rows Found																																																
<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (PAPER)</td> <td>DRY</td> <td>15902</td> <td>→</td> </tr> <tr> <td>CUP-HOT 16 OZ (PAPER)</td> <td>DRY</td> <td></td> <td>→</td> </tr> <tr> <td>CUP-HOT 8 OZ (PAPER)</td> <td>DRY</td> <td></td> <td>→</td> </tr> </tbody> </table>				Item Description				CUP-HOT 12 OZ (PAPER)	DRY	15902	→	CUP-HOT 16 OZ (PAPER)	DRY		→	CUP-HOT 8 OZ (PAPER)	DRY		→	<table border="1"> <thead> <tr> <th>Item Description</th> <th></th> <th></th> <th></th> </tr> </thead> <tbody> <tr> <td>CUP-HOT 12 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 16 OZ (500 CT) (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>CUP-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 12/16 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>LID-HOT 8 OZ (DRY)</td> <td></td> <td></td> <td></td> </tr> </tbody> </table>					Item Description				CUP-HOT 12 OZ (DRY)				CUP-HOT 16 OZ (500 CT) (DRY)				CUP-HOT 8 OZ (DRY)				LID-HOT 12/16 OZ (DRY)				LID-HOT 8 OZ (DRY)			
Item Description																																																
CUP-HOT 12 OZ (PAPER)	DRY	15902	→																																													
CUP-HOT 16 OZ (PAPER)	DRY		→																																													
CUP-HOT 8 OZ (PAPER)	DRY		→																																													
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CUP-HOT 8 OZ (DRY)																																																
LID-HOT 12/16 OZ (DRY)																																																
LID-HOT 8 OZ (DRY)																																																
				<input type="button" value="&lt;&lt;"/> <b>15906</b> <input type="button" value="&gt;&gt;"/> <input type="button" value="&lt;&lt;"/> <b>15908</b> <input type="button" value="&gt;&gt;"/>																																												

FIG. 159

16000

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	<input type="button" value="Mayonaise Components"/> <input type="button" value="None Selected"/> <input type="button" value="Generic FOB Pricing"/> <input type="button" value="Mayonaise Components"/>

FIG. 160

16100

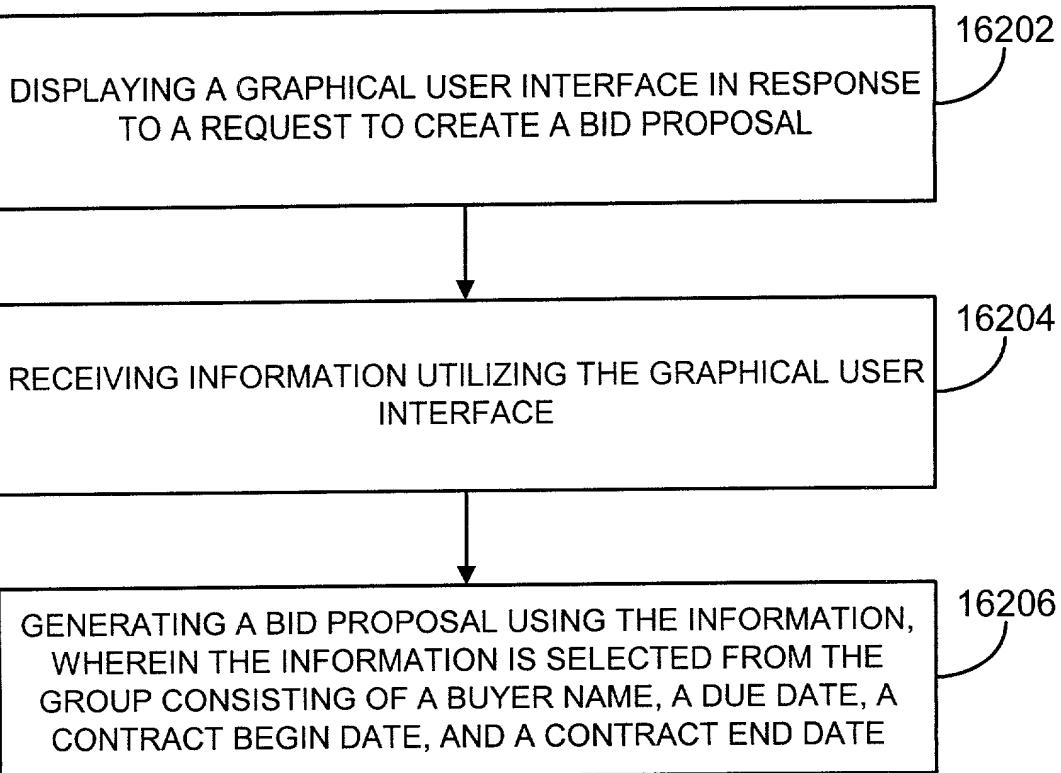
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERO	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

16200



**FIG. 162**

16300



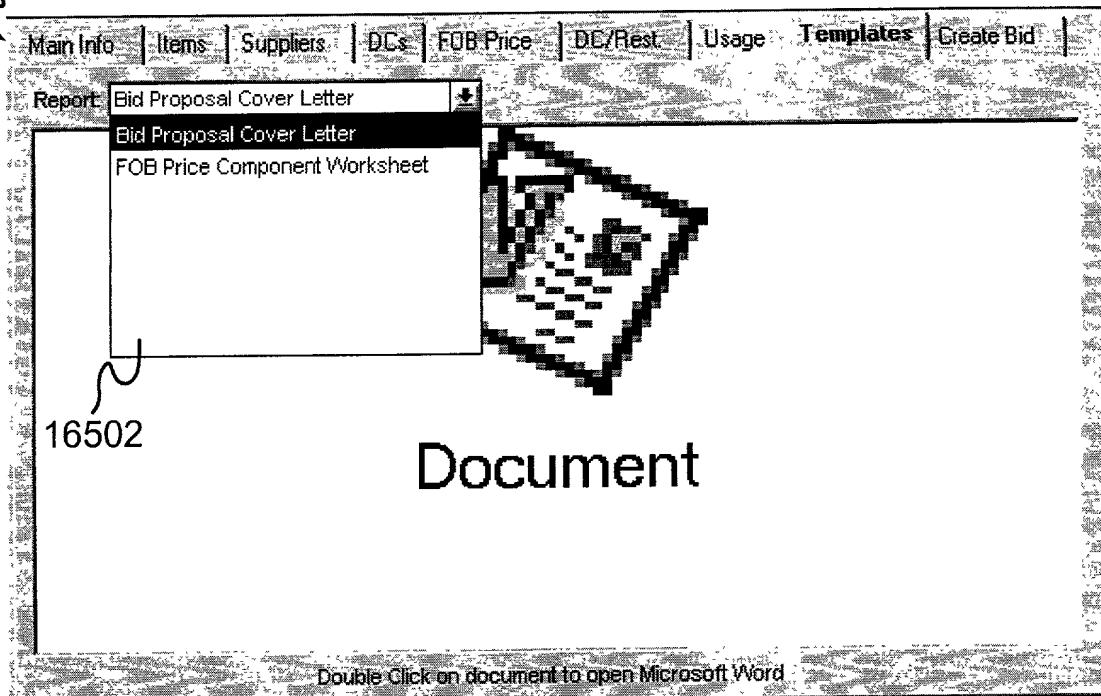
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		N
<b>Usage Estimates</b>	?		N
<b>Supplier Facility Worksheets</b>	?		N
<b>Item Information Worksheets</b>	?		N
<b>Sample Supply Agreement</b>	?		N
<b>BK Specification Request</b>	?		N
<b>FOB Price Component</b>	?		Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

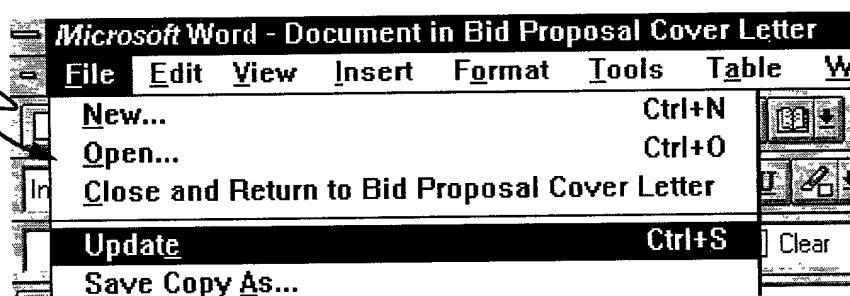
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

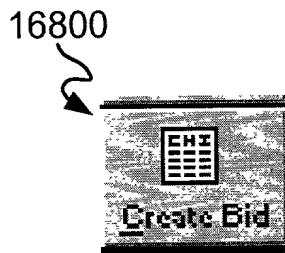
16700

**Bid Proposal Sent**

**Bid Proposal Will Include Checked Documents**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
* LTL Freight Worksheet will be printed by system if necessary			

**FIG. 167**



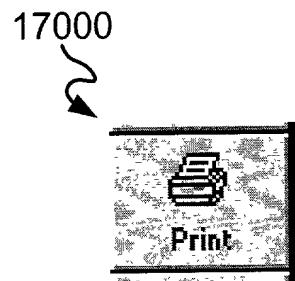
**FIG. 168**

16900

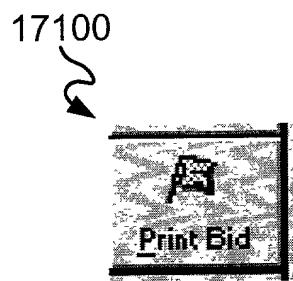
Report:	Item Information Worksheet	Supplier:	(all)
7/2/97	Bid Proposal Cover Letter FOB Price Component Worksheet General Terms & Conditions <b>Item Information Worksheet</b> LTL Freight Worksheet Sample Supply Agreement Supplier Facility Worksheet	ATTY	DS

**Restaurant Services, Inc.**  
**Item Information Worksheet**

**FIG. 169**



**FIG. 170**



**FIG. 171**

17200

IDENTIFYING A PROPOSAL UTILIZING A GRAPHICAL USER INTERFACE

INDICATING A PLURALITY OF COMPONENTS OF THE PROPOSAL UTILIZING THE GRAPHICAL USER INTERFACE

ALLOWING THE SELECTION OF THE COMPONENTS UTILIZING THE GRAPHICAL USER INTERFACE

CREATING A PROPOSAL UTILIZING THE SELECTED COMPONENTS

17202

17204

17206

17208

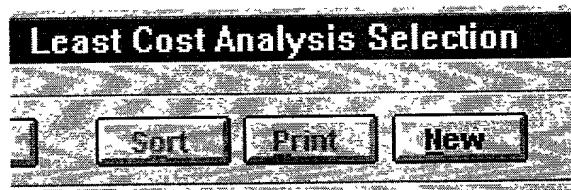
**FIG. 172**

17300



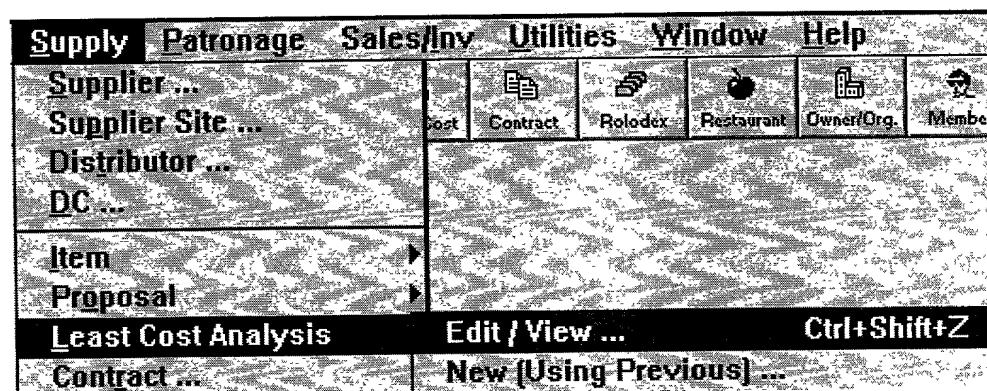
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

Bid Proposal Name: (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name: Hash Brown Actual

Analysis ID: 1036

Buyer: Dennis Clabby

Period of Agreement: 10/1/97 THRU 9/30/98

Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC? One FOB

What is pricing method for this version? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

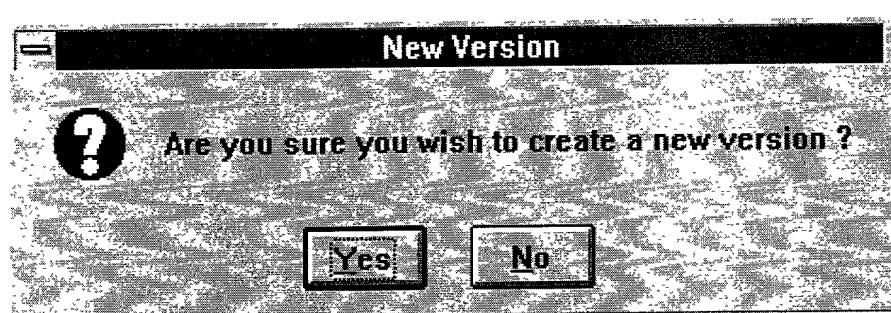
FIG. 179

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18202

18204

18206

18208

**FIG. 182**

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

**FIG. 183**

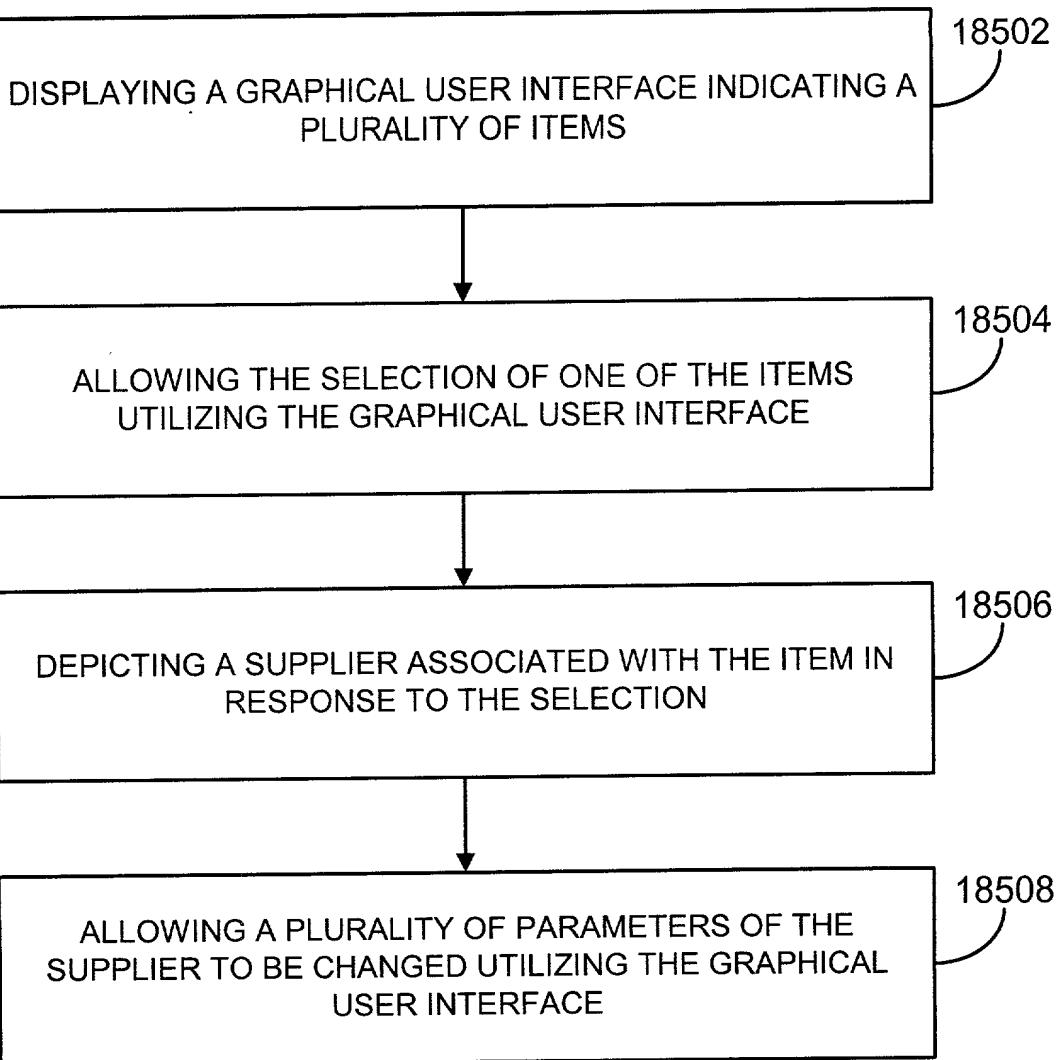
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

**FIG. 184**

18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie City:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M: INCHES)		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
JR SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

**FIG. 189**

19000



Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No

**FIG. 190**

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

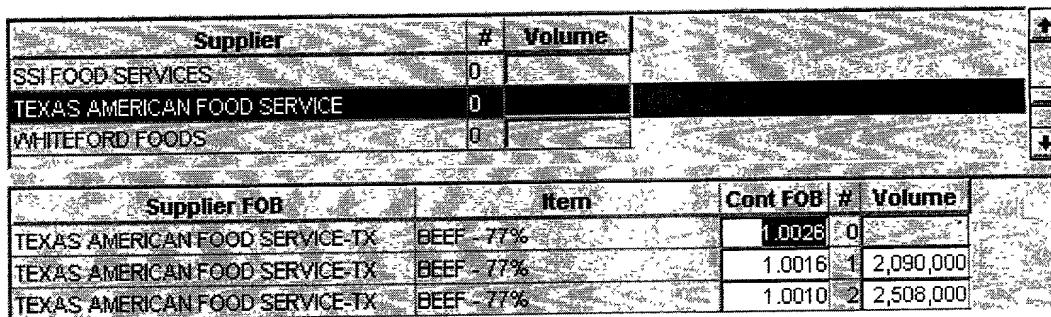
Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Comt FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300



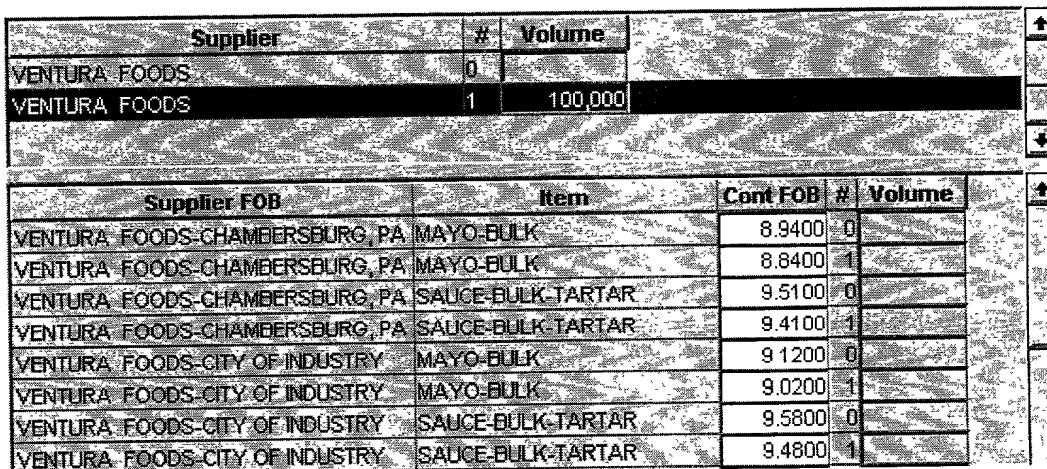
Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400



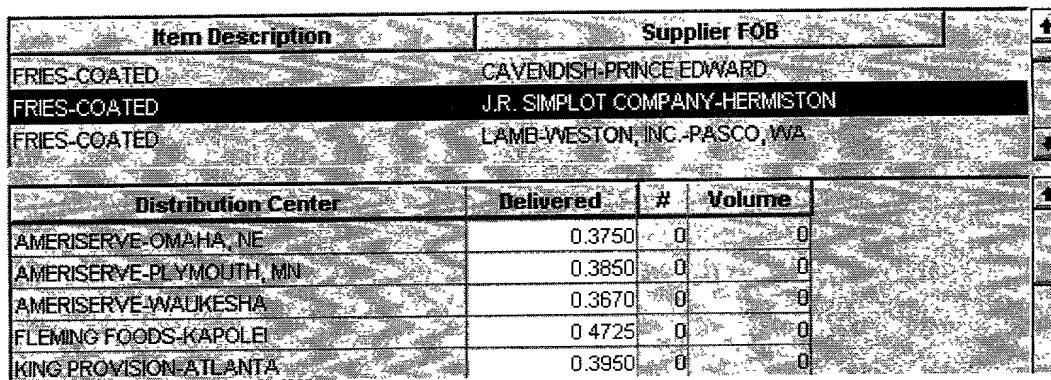
Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500



Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**

19600

RECEIVING A SELECTION OF AT LEAST ONE OF A PLURALITY OF TYPES OF PRICING SCHEMES UTILIZING A GRAPHICAL USER INTERFACE

19602

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING THE GRAPHICAL USER INTERFACE

19604

DEPICTING AT LEAST ONE OF A PLURALITY OF PRICING FIELDS ADJACENT THE SUPPLIER SITES BASED ON THE SELECTION UTILIZING THE GRAPHICAL USER INTERFACE

19606

**FIG. 196**

19700

Total Rest. Growth Amount: 5.00% ~ 19702

Usage Period: 09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	156	5.00%	174

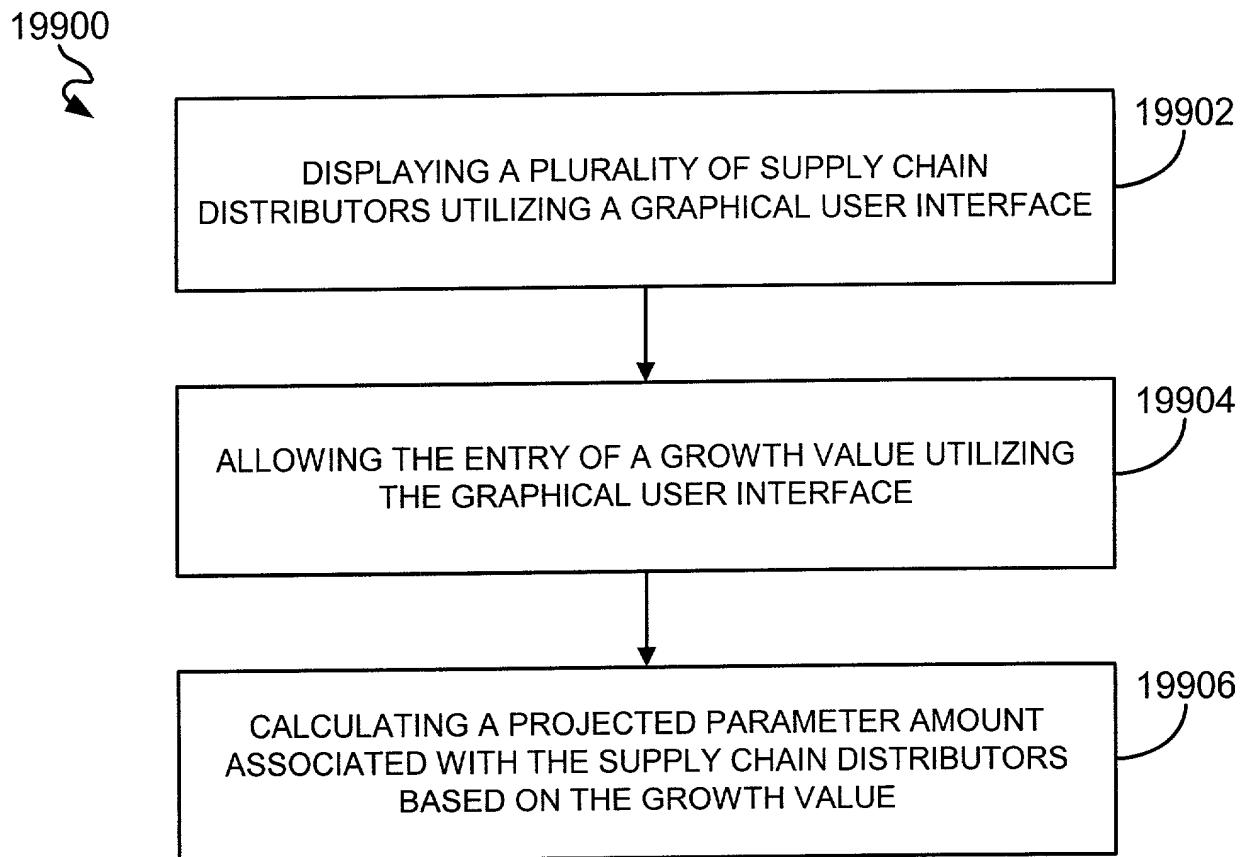
FIG. 197

19800

Item: CHICKEN-PATTY Item Growth %: 0.00 Usage Period:

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center		Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required	<input checked="" type="radio"/> Excluded

20002

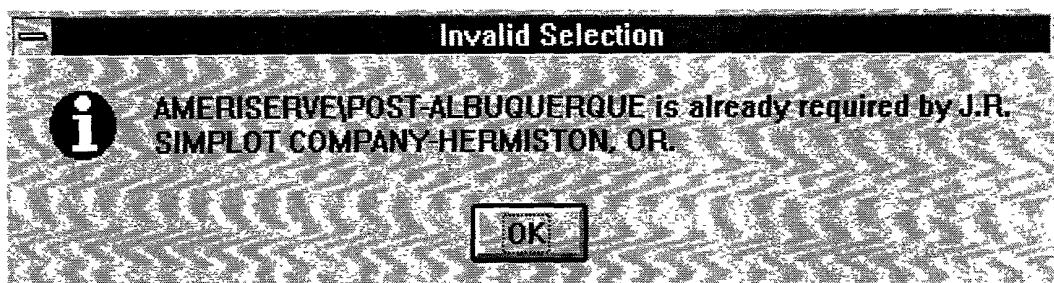
**FIG. 200**

20100

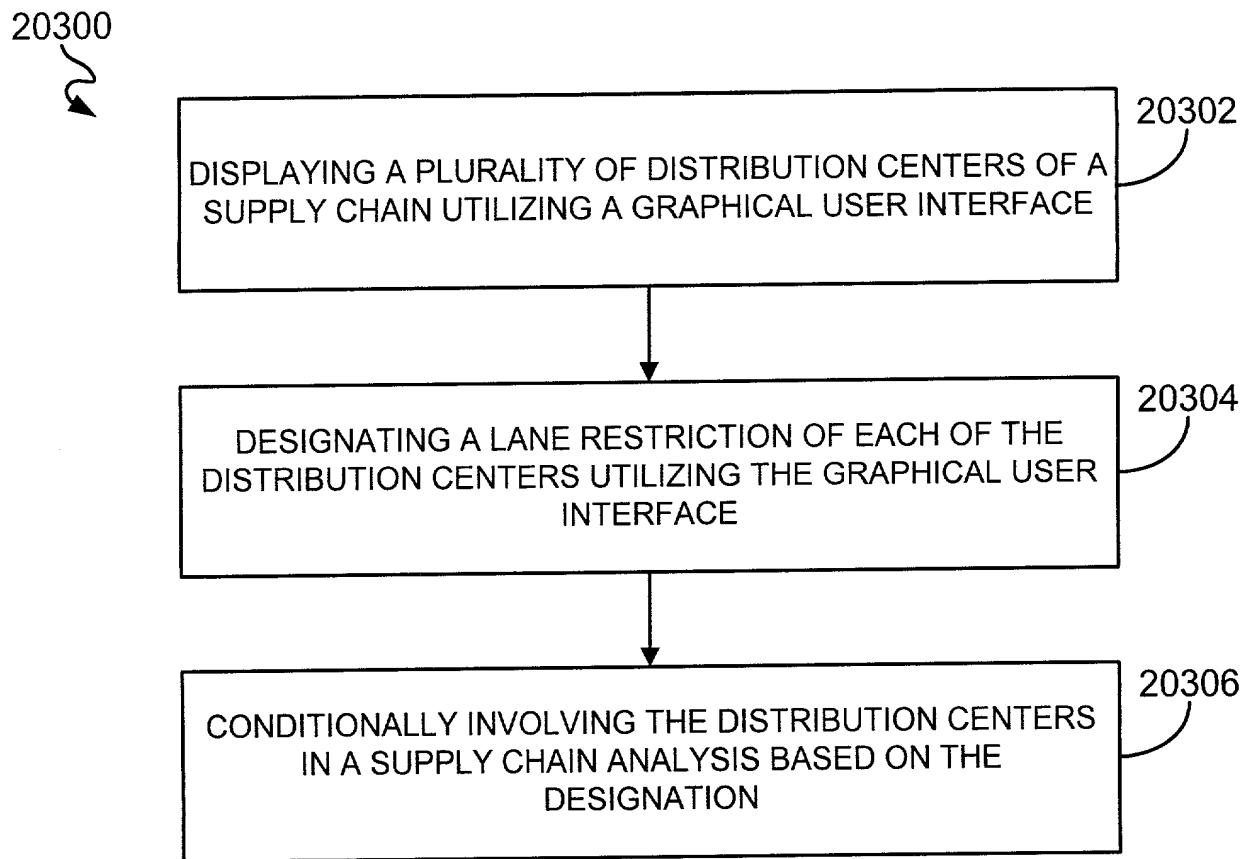
Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center		Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required	<input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required	<input type="radio"/> Excluded

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center		Truckload Freight	Lane Distance	
AMERISERVE POST-ALBUQUERQUE		1,617		
AMERISERVE POST-DENVER		1,277		
AMERISERVE POST-SALT LAKE UT		691		

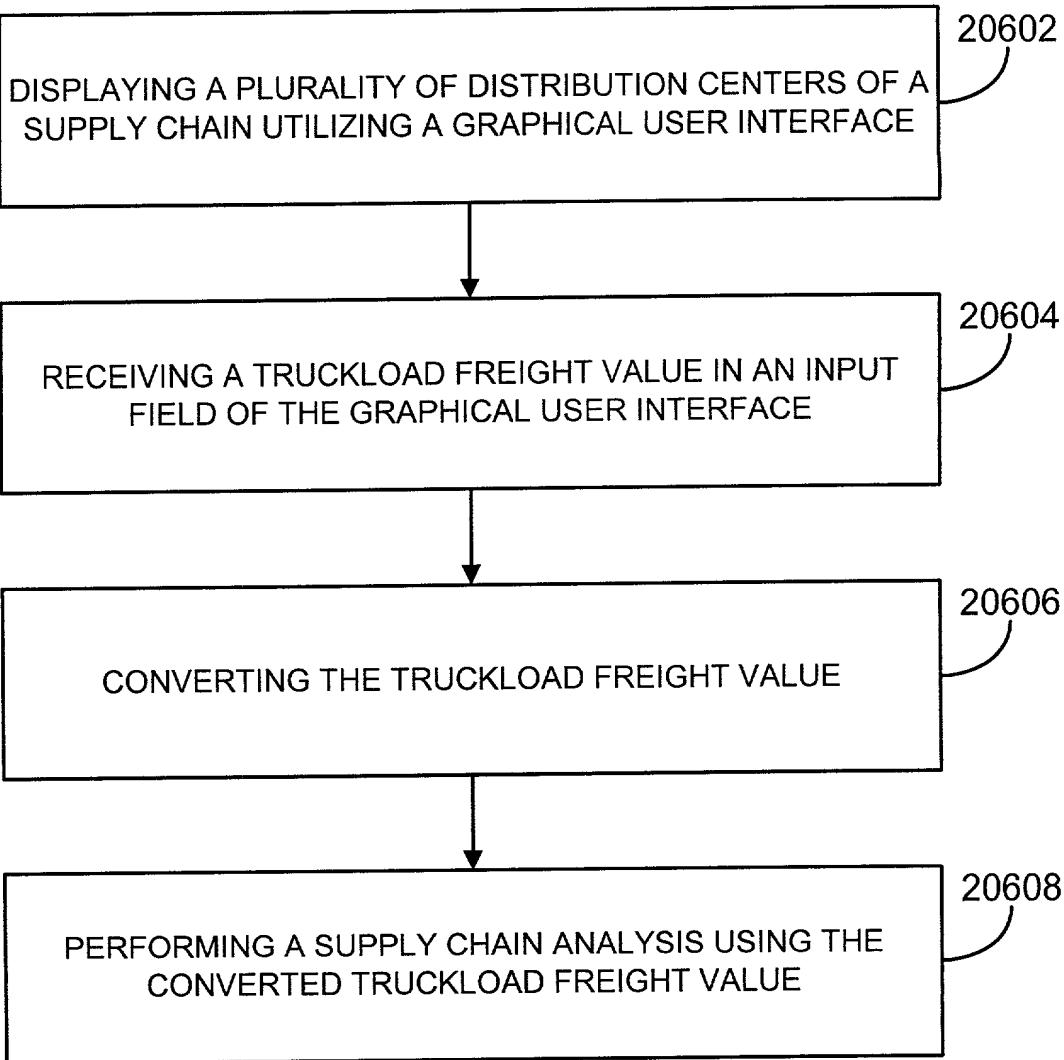
FIG. 204

20500

Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904	
TYSON FOODS-GREEN FOREST AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	
Distribution Center		Weight Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS
PS-ATLANTA	15,000			
PS-BURLINGTON	15,000	400.00		
			5,001 to 10,000 LBS	10,001 to 20,000 LBS
				1.10
				1.20

FIG. 205

20600



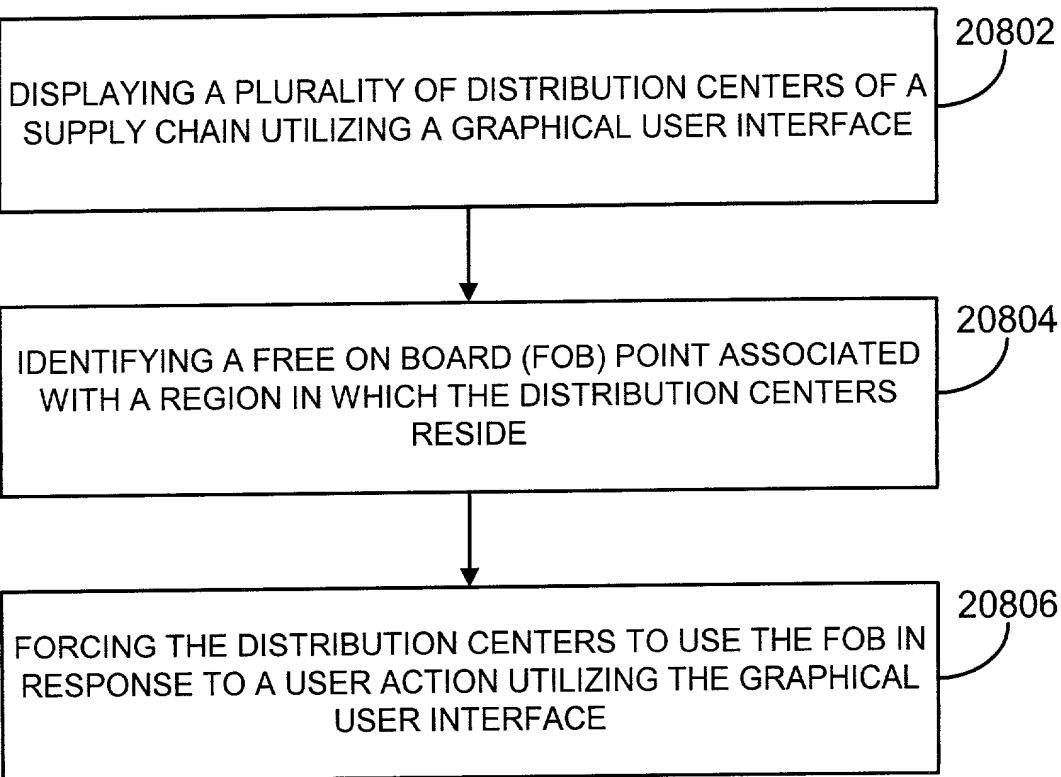
**FIG. 206**

20700

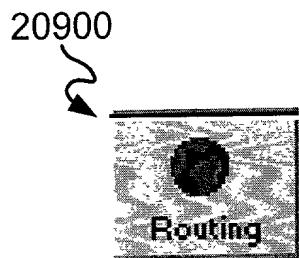
<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RNW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

**FIG. 207**

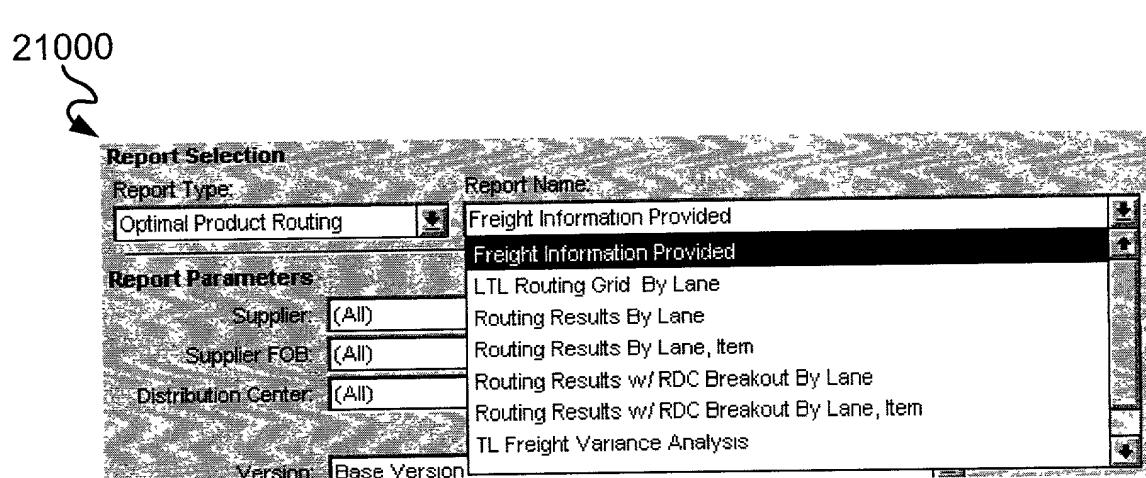
20800



**FIG. 208**



**FIG. 209**



**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

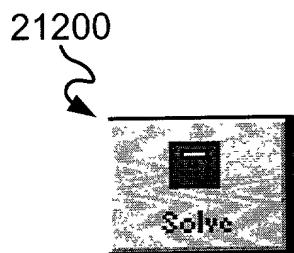
DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

21104

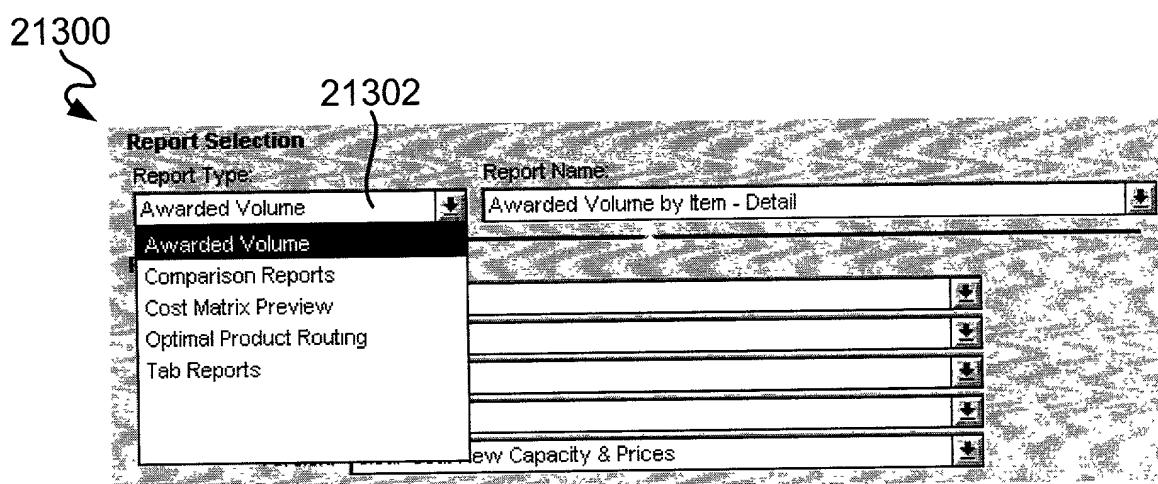
PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**



**FIG. 212**



**FIG. 213**

21400	Awarded Volume by Item - Detail Awarded Volume by Item - Detail Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix Lane Weighted Average Delivered Cost
-------	---

**FIG. 214**

21500	Assigned Volume Percentages (no conversion) Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion) Invoice FOB Detail Comparison (with conversion) Invoice FOB Savings Comparison (no conversion) Invoice FOB Savings Comparison (with conversion)
-------	--

**FIG. 215**

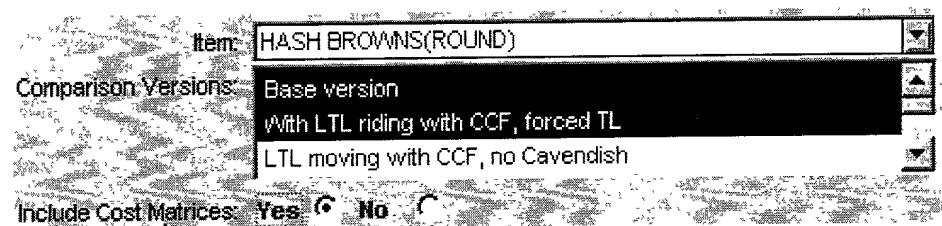
Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700	Report Name Assigned Volume Percentages (no conversion) Assigned Volume Percentages (no conversion) Assigned Volume Percentages (with conversion) Invoice FOB Detail Comparison (no conversion)
-------	---

**FIG. 217**

21800



**FIG. 218**

21900



**FIG. 219**

22000

SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002

LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004

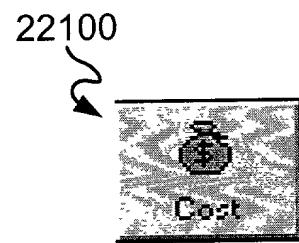
COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006

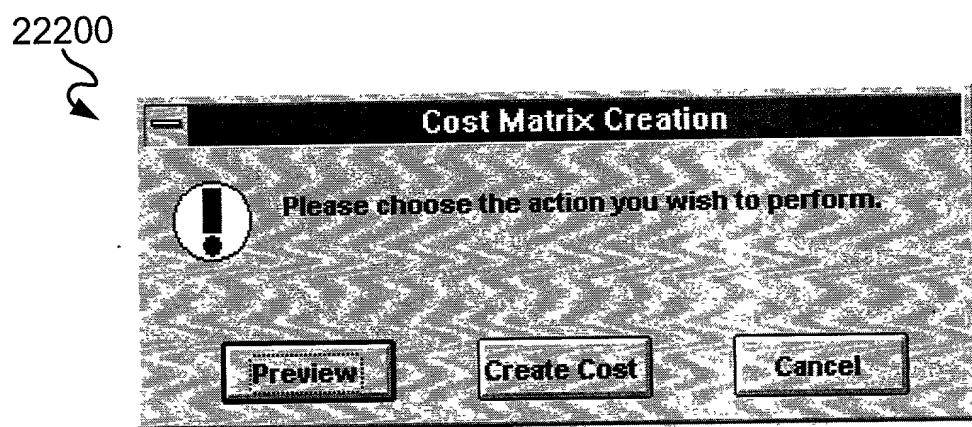
GENERATING A REPORT ON THE COMPARISON

22008

**FIG. 220**



**FIG. 221**



**FIG. 222**

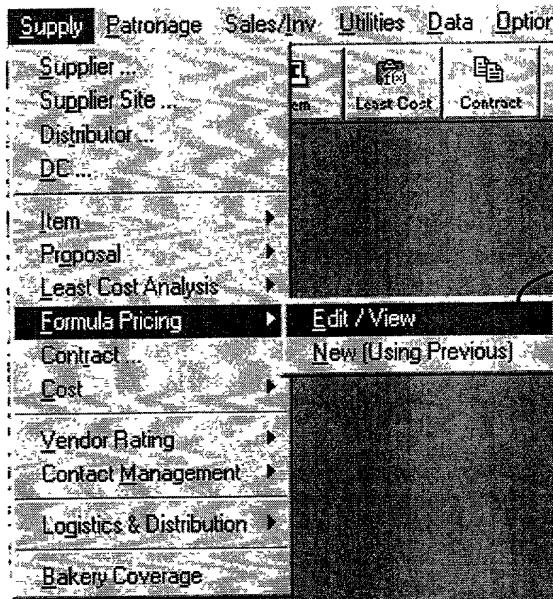


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
Pricing ID:	12				
Description:	Beef Pricing 04/06/01				
Item:	BEEF - 77%				
Raw Material Pricing Date:	04/06/01	From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:	03/15/01	End Date:	03/28/01		
FOB Adjustment Amount:	0.0000				

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

Date	FRESH	FRESH DOM 50%	FRESH DOM 65%	FRESH DOM 73%	FRESH DOM 75%	FRESH DOM 80%	FRESH DOM 85%	FRESH DOM 90%	FRESH DOM 90%	FRESH DOM 90%	FRESH DOM 90%	IMP AUS	Lean Beef
	TRIM	TRIM	TRIM	TRIM	LEAN	LEAN	LEAN BL	LEAN	LEAN YW	LEAN BL	LEAN		
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9918	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8845	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9918	0.9900	0.9995	0.9998	1.0000	0.9870	0.9850	0.7998	
03/31/98	0.8860	0.9150	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9538	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8800	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760	

FIG. 225

22600

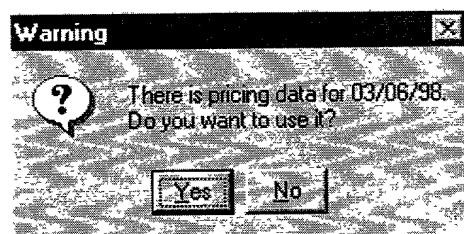


FIG. 226

22700

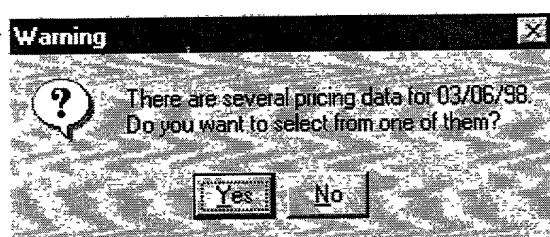


FIG. 227

22800

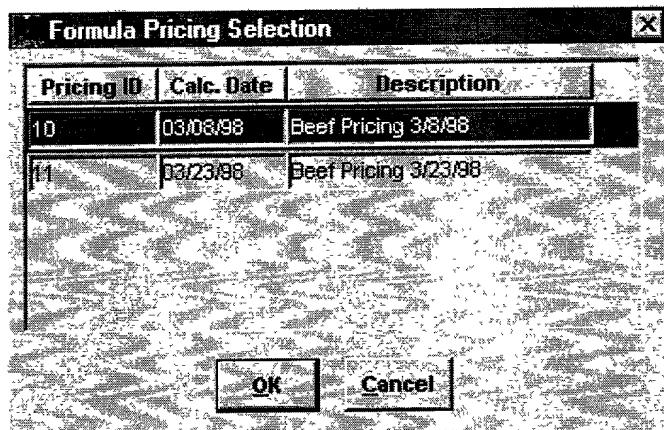


FIG. 228

22900

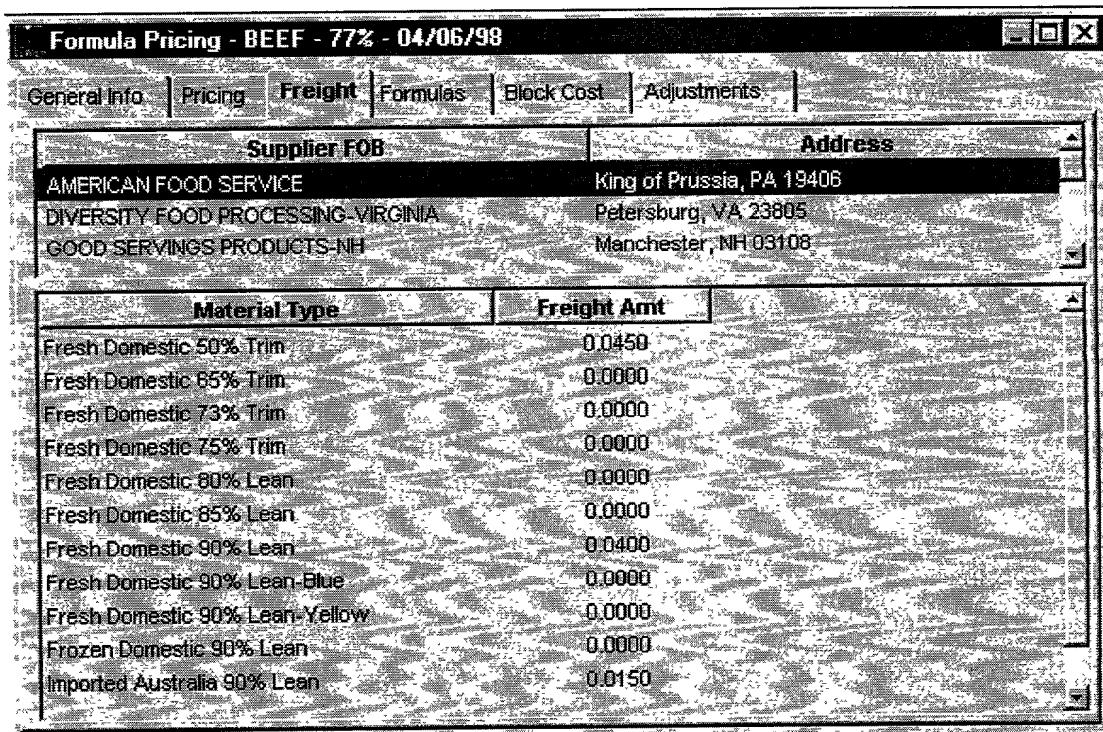


FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98														
General Info	Pricing		Freight		Formulas		Block Cost		Adjustments		LFTB		Total	
Formulas	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2396		
SER-1	0.3250	0.2926									0.1750	0.1851	0.3650	0.3574
TEX-1	0.3090	0.2768									0.3410	0.3802	0.2500	0.2452
WH-1	0.3250	0.2958									0.1750	0.1869	0.3650	0.3608
WIS-1	0.3325	0.2877									0.4675	0.5185	0.1000	0.0986
													0.1050	0.0958
													0.1350	0.1236
													0.0896	0.0890
													1.0018	1.0018

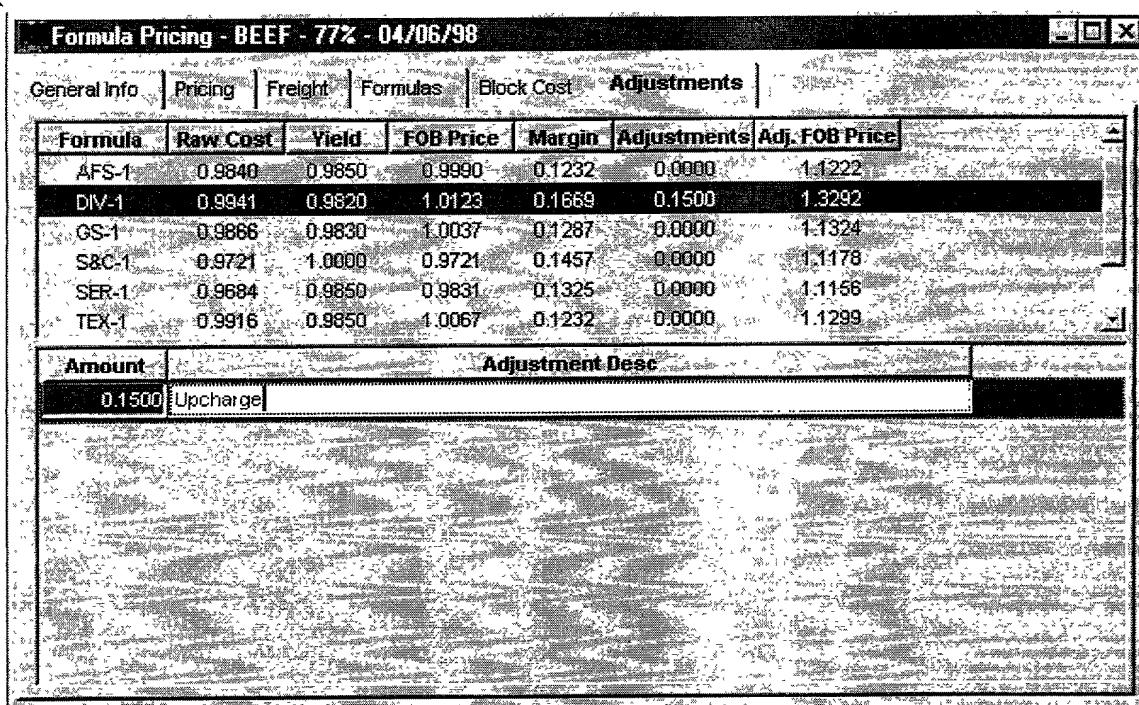
FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info	Pricing		Freight		Formulas	
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SER-1	0.9684	0.99	\$0.9931	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

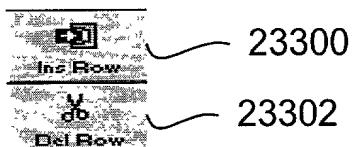
FIG. 231

23200

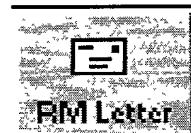


**FIG. 232**

23400



**FIG. 233**



**FIG. 234**

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%

Number of Rows: 6

FIG. 235

23600

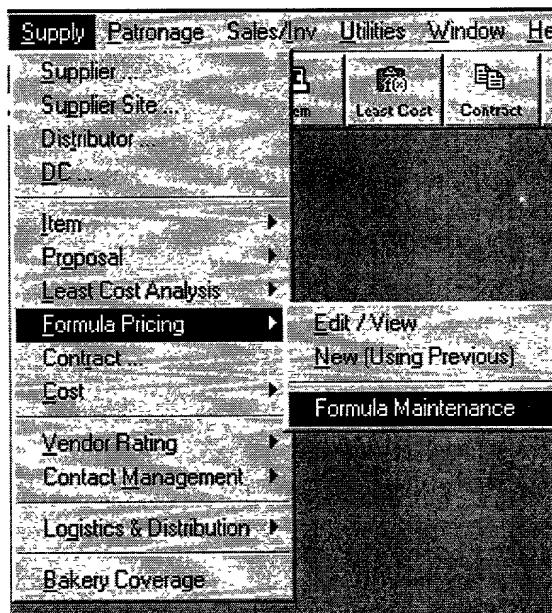


FIG. 236